
THIRTIETH ANNUAL MEETING
NATIONAL WHOLESALE
DRUGGISTS' ASSOCIATION,
NEW ORLEANS, 1904



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M. CARY PETER.



S. E. STRONG TREAS.



JOS. E. TOMS SECRETARY.

PROCEEDINGS

of the

National Wholesale Druggists' Association

IN CONVENTION AT

NEW ORLEANS, LOUISIANA

ST. CHARLES HOTEL

November 15 to 19

1904

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PRESIDENTS
OF THE
WESTERN WHOLESALE DRUGGISTS'
ASSOCIATION

ELECTED

JAMES RICHARDSON, St. Louis.....Mch. 15, 1876, Indianapolis
JAMES RICHARDSON, St. Louis.....Feb. 14, 1877, Pittsburgh
ARTHUR PETER, Louisville.....Feb. 13, 1878, Louisville
THOMAS LORD, Chicago.....Nov. 13, 1878, Chicago
HENRY H. BUTTON, Milwaukee.....Nov. 13, 1879, Milwaukee
THEO. H. HINCHMAN, Detroit.....Nov. 10, 1880, Detroit
JAMES S. BURDSAL, Cincinnati.....Nov. 9, 1881, Cincinnati

*Name changed November 8, 1882, to the
National Wholesale Druggists' Association*

PRESIDENTS

OF THE

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

ELECTED

HORACE BENTON, Cleveland.....Nov. 8, 1882, Cleveland
 WILLIAM A. GELLATLY, New York.....Oct. 17, 1883, New York
 CHRISTIAN F. G. MEYER, St. Louis.....Oct. 22, 1884, St. Louis
 MAHLON N. KLINE, Philadelphia.....Oct. 20, 1885, Philadelphia
 DANIEL R. NOYES, St. Paul..Sept. 27, 1886, St. Paul-Minneapolis
 E. WALDO CUTLER, Boston.....Aug. 23, 1887, Boston
 GEORGE A. KELLY, Pittsburgh.....Sept. 11, 1888, Saratoga
 PETER VAN SCHAACK, Chicago.....Oct. 22, 1889, Indianapolis
 DANIEL STEWART, Indianapolis.....Oct. 2, 1890, Washington
 WILLIAM A. ROBINSON, Louisville.....Oct. 21, 1891, Louisville
 JAMES E. DAVIS, Detroit.....Sept. 21, 1892, Montreal
 FRANK A. FAXON, Kansas City.....Oct. 11, 1893, Detroit
 THOMAS F. MAIN, New York.....Oct. 1, 1894, New York
 J. C. ELIEL, MinneapolisSept. 4, 1895, Denver
 JOHN B. PURCELL, Richmond.....Oct. 5, 1896, Philadelphia
 CHARLES F. WELLER, Omaha.....Oct. 13, 1897, Richmond
 CYRUS P. WALBRIDGE, St. Louis.....Oct. 20, 1898, St. Louis
 EDWARD C. FRISBIE, Hartford.....Oct. 12, 1899, Niagara Falls
 WILLIAM J. WALKER, Albany.....Sept. 20, 1900, Chicago
 WILLIAM J. WALDING, Toledo..Oct. 15, 1901, Old Point Comfort
 WILLIAM A. HOVER, Denver.....Oct. 9, 1902, Monterey
 CLAYTON F. SHOEMAKER, Philadelphia.....Sept. 10, 1903, Boston
 M. CARY PETER, Louisville.....Nov. 17, 1904, New Orleans

OTHER OFFICERS

WESTERN WHOLESALE DRUGGISTS' ASSOCIATION

Elected.	1st Vice-Pres'ts.	2d Vice-Pres'ts.	3d Vice-Pres'ts.	4th Vice-Pres'ts.	5th Vice-Pres'ts.	Secretaries.	Treasurers.
1876	Robt. Browning.	Arthur Peter.	R. Macready.	John Ewing.	Thomas Lord.	A. B. Merriam.	S. M. Strong.
1877	Thomas Lord	Jas. S. Burdsal.	Daniel Stewart.	Arthur Peter.	Felix Demoville.	"	"
1878	C. F. G. Meyer.	"	George A. Kelly.	D. R. Noyes.	William Litterer.	J. W. Plummer.	"
1878	(Feb.) T. H. Hinchman.	A. A. Mellier.	Peter J. Singer.	B. B. Hopkins.	J. B. Wilder.	J. C. Richardson	"
1879	(Nov.) J. C. Richardson.	W. A. Robinson.	S. A. Tolman.	Geo. A. Kelly.	(None elected.)	D. R. Noyes.	"
1880	C. F. G. Meyer.	Robt. Browning.	Jas. S. Burdsal.	C. F. Goodman.	A. H. Jones.	Jas. E. Davis.	"
1881	A. A. Mellier.	John R. Drake.	M. C. Williams.	Charles West.	R. A. Robinson.	A. B. Merriam.	"

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

1882	Wm. A. Gellatly.	Geo. A. Kelly.	Geo. K. Hopkins.	Sam J. Hale.	A. J. Wilkinson.	A. B. Merriam.	S. M. Strong.
1883	J. McKesson, Jr.	J. J. Thomsen.	Arthur Peter.	F. W. Schulte.	(None elected.)	"	"
1884	A. A. Mellier.	Robt. Shoemaker.	Geo. M. Oleott.	I. L. Lyons.	J. C. Fox.	"	"
1885	A. H. Jones.	J. C. Richardson.	Wm. A. Rust.	Chas. H. Pettet.	F. A. Faxon.	"	"
1886	J. C. Eliel.	Solomon Carter.	M. Cary Peter.	L. A. Lange.	C. F. Goodman.	"	"
1887	Solomon Carter.	F. A. Faxon.	J. H. Winkelmann	J. A. Demoville.	J. A. Matthews.	"	"
1888	P. Van Schaack.	Geo. M. Oleott.	J. C. Richardson.	C. H. Pettet.	H. B. Gilpin.	"	"
1889	Daniel Stewart.	J. McKesson, Jr.	M. Cary Peter.	I. L. Lyons.	F. W. Schulte.	"	"
1890	R. W. Powers.	Robt. Shoemaker.	W. J. Walding.	Thos. F. Main.	E. C. Frisbie.	"	"
1891	J. McKesson, Jr.	Il. T. Clark.	Jas. H. Rhodes.	Chas. Hubbard.	H. B. Gilpin.	"	"
1892	J. A. Gilman.	D. D. Philips.	Il. E. Marvin.	W. A. Hover.	C. W. Snow.	"	"
1893	J. C. Eliel.	Thos. F. Main.	John B. Purcell.	John N. Carey.	E. C. Frisbie.	"	"
1894	Theo. F. Meyer.	W. J. Walker.	D. D. Philips.	F. L. Carter.	F. D. Price.	"	"
1895	W. A. Hover.	Il. B. Gilpin.	Jas. R. Owen.	F. W. Braun.	M. A. Fall.	"	E. L. Strong.
1896	J. A. Gilman.	N. Ashley Lloyd.	G. K. Hopkins.	W. P. Redington.	Il. W. Evans.	"	"
1897	Thos. C. Peck.	Jas. McCord.	A. W. Claffin.	C. A. Jerman.	Geo. A. Kelly, Jr.	"	"
1898	Albert Plaut.	E. D. Taylor.	Lucien B. Hall.	F. Keeling, Jr.	J. C. Lyons, Jr.	"	S. E. Strong.
1899	John N. Carey.	W. S. Mercereau.	G. G. Minor.	Chas. Cook.	L. A. Lange.	"	"
1900	F. S. Churchhill.	F. M. Robinson.	E. C. Smith.	H. W. Williams.	C. F. Michaels.	"	"
1901	Theo. F. Meyer.	W. O. Blanding.	W. P. Redington.	W. A. Nelden.	Il. H. Sinnige.	"	"
1902	W. P. Redington.	C. F. Cutler.	L. N. Brunswick.	Il. W. Evans.	J. M. Hinchman.	"	"
1903	M. Cary Peter.	F. L. Carter.	C. F. Michaels.	J. W. Morrisson.	A. D. Parker.	I. E. Toms.	"
1904	A. D. Parker.	A. B. Stewart.	Chas. Cook.	A. J. More.	Carl Leich.	"	"

BOARDS OF CONTROL

WESTERN WHOLESALE DRUGGISTS' ASSOCIATION

Elected.	Chairmen.	Other Members.		
1876	C. F. G. Meyer.	R. A. Robinson.	Henry W. Fuller.	D. R. Noyes.
1877	Charles C. Reakirt.	B. B. Hopkins.	S. Mansfield.	P. Van Schaack.
1878 (Feb.)..	James S. Burdsal.	A. Kiefer.	"	Fred Dohmen.
1878 (Nov.)..	W. C. Williams.	Samuel Laughlin.	Otto Junkerman.	Wm. Litterer.
1879	C. C. Meyer.	M. Cary Peter.	Fred Dohmen.	Charles West.
1880		Thomas Lord.	B. H. Huttman.	Wm. Litterer.
1881		A. Kiefer.	Sam'l Laughlin.	P. C. Wheeler.

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

1882	W. A. Robinson.	James E. Davis.	John McKesson, Jr.	James Richardson.	I. L. Lyons.
1883	James S. Burdsal.	A. A. Mellier.	Louis T. Lazell.	J. W. Rankin.	E. Waldo Cutler.
1884	James " "	Thomas F. Main.	Peter J. Singer.	Solomon Carter.	Daniel Stewart.
1885	George M. Olcott.	Daniel R. Noyes.	H. H. Osgood.	J. W. Rankin.	J. S. Farrand.
1886	William A. Rust.	George K. Hopkins.	Peter Van Schaack.	Robt. Shoemaker.	James E. Davis.
1887		A. U. Andrus.	J. W. Plummer.	F. W. Schulte.	W. A. Robinson.
1888		Fred L. Carter.	James E. Davis.	Daniel Myers.	R. W. Powers.
1889		Alex. H. Jones.	"	Geo. K. Hopkins.	E. L. Brown.
1890	Daniel R. Noyes.	Thomas F. Main.	J. W. Rankin.	"	John Birks.
1891	M. Cary Peter.	J. A. Gilman.	Thomas A. Cobb.	Geo. K. Hopkins.	J. A. Gilman.
1892	C. F. Weller.	M. Cary Peter.	J. S. Moffitt.	A. S. Brooks.	W. H. Schmidt.
1893	"	Fred L. Carter.	F. A. Faxon.	E. Waldo Cutler.	B. T. Fairchild.
1894	"	Thomas C. Peck.	W. J. Walker.	Daniel Myers.	D. D. Phillips.
1895	W. J. Walker.	I. A. Solomons.	C. F. Shoemaker.	James R. Owen.	W. J. Walding.
1896		D. D. Phillips.	T. E. Shoemaker.	A. E. Neat.	Charles Cook.
1897		J. C. Fox.	J. A. Gilman.	F. A. Dicks.	D. M. Cowan.
1898	C. F. Shoemaker.	James McCord.	Fred L. Carter.	M. Cary Peter.	Lucien B. Hall.
1899	J. C. Fox.	T. E. Shoemaker.	W. A. Hover.	Thomas F. Main.	John N. Carey.
1900	Lucien B. Hall.	E. D. Taylor.	G. W. Lattimer.	A. B. Stewart.	Charles Cook.
1901	"	H. W. Evans.	A. M. Reid.	C. P. Barton.	C. A. Jerman.
1902	"	Fred L. Carter.	W. J. Mooney.	Chas. W. Snow.	J. W. Morrisson.
1903					
1904					

CHAIRMEN OF COMMITTEE ON PROPRIETARY GOODS

WESTERN WHOLESALE DRUGGISTS' ASSOCIATION

APPOINTED

1876	THOMAS LORD	Chicago
1877	" "	"
1878 (Feb.)	" "	"
1878 (Nov.)	JAMES RICHARDSON	St. Louis
1879	WM. A. ROBINSON	Louisville
1880	JAS. S. BURDSAL	Cincinnati
1881	DANIEL MYERS	Cleveland

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION

1882	DANIEL MYERS	Cleveland
1883	GEO. A. KELLY	Pittsburgh
1884	" "	"
1885	" "	"
1886	" "	"
1887	M. N. KLINE	Philadelphia
1888	" "	"
1889	" "	"
1890	" "	"
1891	" "	"
1892	" "	"
1893	" "	"
1894	" "	"

ELECTED

1895	" "	"
1896	" "	"
1897	FRANK A. FAXON	Kansas City
1898	" "	"
1899	" "	"
1900	C. F. SHOEMAKER	Philadelphia
1901	" "	"
1902	JOHN N. CAREY	Indianapolis
1903	" "	"
1904	" "	"

Thirtieth Annual Meeting
of the
National Wholesale Druggists'
Association

held at
St. Charles Hotel, New Orleans, Louisiana
November 15 to 19, 1904

FIRST SESSION

TUESDAY MORNING, NOVEMBER 15.

President Clayton F. Shoemaker, of Philadelphia, called the meeting to order at 9:40 o'clock and said:

GENTLEMEN OF THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION—It is my pleasant duty to call to order the thirtieth meeting of this Association. It is a real pleasure to me to do this, not only because I personally deem it a great honor to have been called upon to preside over the deliberations of an organization which is so old and so influential as this, but also because I really feel that it is most important that we should have the opportunity, as we have today, of meeting face to face and heart to heart, our friends

and members in the Southern country, and to shake hands with them at shorter range than we have ever done before.

We have already had some evidence of what the committees here have done for our entertainment and intend to do in the next few days. I regret that we have not succeeded at the moment in getting all our members together, but the Mayor of this city has kindly consented to make an address of welcome to us, and as his time is limited, we will proceed with our meeting. I have the pleasure of presenting to you the Hon. Paul Capdevielle, Mayor of New Orleans.

ADDRESS OF WELCOME BY HON. PAUL CAPDEVIELLE

MAYOR CAPDEVIELLE: Mr. President and Gentlemen of the National Wholesale Druggists' Association—A few weeks ago my friend, Mr. Arthur Parker, who, I believe, is the Chairman of the Committee on Arrangements of your Association, called at the city hall to invite me to welcome your body, which he expected would meet here about the middle of November. Events which could not have been foreseen at that time have since happened, which not only increased my already too numerous occupations, but have caused me to send my resignation as chief executive of our good old city of New Orleans, and I have called a special meeting of the common council to act upon it this evening. When Mr. Parker last night called and informed me through the telephone that you gentlemen were to meet this morning at 9:30 o'clock, I told him that I feared very much that an important appointment would compel me to forego the pleasure and the honor

of appearing before you, but I am pleased to state that I have succeeded in postponing it, which gives me the opportunity of extending to you kind and friendly greetings in our midst.

Gentlemen, I wish to state that it is a pleasure for me to know that this function will be one, if not the last, of my official acts. It has been my privilege and honor to make over one hundred addresses of welcome to conventions, commercial bodies and distinguished visitors, not only from all sections of our great and glorious country, but from abroad. It has been a great source of gratification to me to meet those prominent citizens, who most of the time were accompanied by their wives and friends, and to extend to them the courtesy of our city. I am pleased to tell you, gentlemen, that these conventions did material good to the city. They gave the delegates an opportunity to see and to know the vast resources of the city, and to become better acquainted with its genial climate and with its kind and hospitable people. I am glad to see you among us. I know that you will be well taken care of, for I do not think that I commit an indiscretion or speak with any vanity when I say that New Orleans is a hospitable city. (Applause.)

Gentlemen, should it be my good fortune to live a few years more, I will certainly look back upon this occasion with great pleasure. I will remember that one of my last official acts was to welcome you to our city. I am sorry not to be able to remain with you any longer; I also regret that your stay in our city will be a brief one, but however short it may be, I hope that it will be a pleasant and agreeable one, and that when

you go back to your respective homes, you may carry with you sweet and happy recollections of New Orleans hospitality. (Applause.)

Gentlemen, in conclusion, permit me to state that I am happy to be able, in my individual, as well as in my official capacity, to bid each and every one of you a warm and most cordial welcome. (Applause.)

PRESIDENT SHOEMAKER: I am sure we have listened with much pleasure to the very cordial welcome addressed to us by the Mayor of the city, and I will call upon Mr. J. C. Eliel, of Minneapolis, to respond to the address of welcome.

RESPONSE TO ADDRESS OF WELCOME

MR. ELIEL: Mr. President, Mr. Mayor and Gentlemen—I am sure I am very grateful for this opportunity to say a word on behalf of this Association, and each and every member present and absent, in response to these warm words of welcome that we have listened to with so much pleasure. And I assure you, Mr. Mayor, that what you have said, and what you and your citizens have done, will be appreciated and remembered by us all. In the country from which I come a Southern welcome is a proverbialism; it is a household word. Speaking for myself, while I have crossed many seas and visited strange lands, an unkind fate has, until today, prevented my crossing that imaginary line which every man south of it, as every man north of it, has occasion every day to thank God, has been forever obliterated from the map.

I have made several endeavors to visit this beautiful Southland of ours. I remember one occasion some

forty-three years ago, at which time a number of enthusiastic young Northern men organized walking parties through the South, with, I think, Richmond as their objective point. At that time, as my friend, Mr. Taylor, has said, there were certain obstacles in their way. But when they returned (those of them who did return), they were very enthusiastic about the warm Southern welcome that they met with everywhere. (Applause.) I am rather glad that my own visit has been somewhat delayed, and I am glad today to get my first taste of Southern hospitality.

Mr. Mayor, since those days, dark and dreadful, we have had another war. Our country, strong in its might, strong in its sense of right, saw at its very doors for years the bleeding body of the Queen of the Antilles and when we could suffer no longer, once more we drew the sword. Once more we said with Richelieu, "For justice, all space a temple, and all seasons summer;" and, Mr. Mayor, to my mind the greatest asset, the greatest good that came to our country out of that war was the opportunity which it offered to those who had worn the blue and to those who had worn the gray, to stand together for the defense of that one flag we all love and we all honor.

Mr. Mayor, the Association which I have the honor to represent at this time is no ordinary body. It is composed of men who stand high in their own communities, men of action, of integrity, of capital and of ability. They represent a line of business more technical than some professions. They are engaged in a line of traffic so full of problems that when those who laid the foundation for this Association sought a proper

emblem, they took a line from that beautiful poem of Emerson called "The Problem:"

"Not from a vain or shallow thought
His awful Jove young Phidias brought;
Never from lips of cunning fell
The thrilling Delphic oracle:

* * * * *

"The hand that rounded Peter's dome,
And groined the aisles of Christian Rome,
Wrought in a sad sincerity;
Himself from God he could not free;
He builded better than he knew;—
The conscious stone to beauty grew."

(Applause.)

PRESIDENT SHOEMAKER: Gentlemen—The Chairman of the Committee on Arrangements has a few announcements to make. I will introduce to you Mr. Arthur D. Parker, of New Orleans.

MR. PARKER: Mr. President and Gentlemen—On behalf of your Committee on Entertainment, I want to take this opportunity of bringing to your attention the fact that the Secretaries of the various clubs of New Orleans extend a most cordial invitation to all of our members to the courtesies of the Boston, the Pickwick, the Southern Athletic, the Southern Yacht, the Young Men's Gymnastic, and the Country Clubs, and that the convention badges will entitle the holders to all the courtesies of these clubs. Registration is not necessary, and each member is asked to avail himself of the clubs' privileges without further invitation. .

I also take this opportunity of saying that on Thursday evening we shall depart somewhat from what I

have understood to be the usual line of entertainment for the ladies. There will be a separate and distinct entertainment for the ladies, which entertainment will carry over the entire time of the banquet, so that it will not be expected that the ladies will be with us even for the speaking at the banquet. I hope that may have your approval. This course was taken with a view of arranging and carrying through a separate and distinct function for our lady friends. With the approval of this plan it will be necessary that we know the preference of the ladies as to whether they will play bridge whist or progressive euchre, or whether they will play cards at all, and I am going to ask that each gentleman will make a canvass among the ladies in his party as to what their preference may be, and inform the Committee later in the day, so that we may give to the Ladies' Committee the proper assistance in formulating their plans and arranging their tables, etc.

PRESIDENT SHOEMAKER: The next order of business would be the calling of the roll, but as for several years it has been the custom to accept the record in the registration book of those present, the roll will not be called unless some objection is made to this course. No objection being made, the record in the registration book will be taken as a record of the members in attendance at this meeting.

The next order of business is the reading of the minutes of the last meeting, but as a careful record of the proceedings of the last meeting is contained in the annual report, copies of which have been distributed

among the members of the Association, this will also be passed unless objection is made.

RECEPTION OF DELEGATES

The next order of business is the reception of delegates. We have delegates with us today from several of the other organizations which are allied with us and in sympathy with us in our work. I will call first for the delegates of the National Association of Retail Druggists.

SECRETARY TOMS: Mr. President and Gentlemen—The following named gentlemen have been duly appointed as the delegates of the National Association of Retail Druggists to attend this meeting: Simon N. Jones, Louisville, Ky.; M. T. Breslin, New Orleans, and Thos. V. Wooten, Chicago, Ill.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the names of the delegates from the National Association of Retail Druggists. We shall be pleased to hear from these gentlemen.

MR. M. T. BRESLIN: Mr. President and Members of the National Wholesale Druggists' Association—I am certain that the Secretary of our Association intended a compliment to me when he gave the command, "You must tender the greetings of the National Association of Retail Druggists to the National Wholesale Druggists' Association." This being my native city, I suppose that is why he made the command. However, I wish to say that I appreciate very much, gentlemen,

having the National Wholesale Druggists' Association meet in our city, and having the esteemed privilege of extending the hearty greetings of the National Association of Retail Druggists to you. Gentlemen, the National Association of Retail Druggists has labored earnestly and sincerely for the benefit of its members and the retail drug business, and you are working in the same direction for the alleviation of such difficulties and troubles as may arise in the conduct of your business. We feel that in our position we can be of material assistance to the National Wholesale Druggists' Association. We feel in our hearts that it is our earnest desire to aid you, and we hope that the good work which we have done recently at the St. Louis convention will appeal to your Association, and we hope to see the work receive the recognition which we think it merits.

We wish to assure you, gentlemen of the National Wholesale Druggists' Association, that whenever or wherever the National Association of Retail Druggists can be of assistance to you, we believe that the rank and file of the retailers will stand as a man and render that assistance. (Applause.) We, as a National Association, feel quite confident of our ultimate success. Though young, today we are in walking condition. Being six years old, of course we have passed many of the dangers incident to infancy. We are now getting along in the path of youth, and if some of the older associations will extend to us a helping hand, I feel sure that in a few years we shall develop into manhood.

It is my sincere belief that any assistance rendered to the National Association of Retail Druggists will

develop and strengthen the Association, and thus bring about more prosperity to all interests, that are allied to our Association. So that, in a few years hence, I believe that the Wholesale Druggists' Association will have a system of business backed up by the National Association of Retail Druggists that will be gratifying, profitable and in every way satisfactory.

Now, gentlemen, I wish to extend our cordial and heartfelt greetings, and hope that the work of your convention will result in as much good for you, as we hope it will for the National Association of Retail Druggists.

PRESIDENT SHOEMAKER: I am sure we have heard with much interest the remarks of the delegate from our sister Association, and I will call upon Mr. M. N. Kline, of Philadelphia, to respond to the words of greeting.

MR. KLINE: Mr. President and Gentlemen—I had this pleasure, as some of you may remember, a year ago; and it gives me a great deal of pleasure to respond to the call of duty in the same direction again. Perhaps some of you remember I have responded in the interim between the two meetings, once to the call of the National Association of Retail Druggists; and I may commence my address of welcome, in behalf of our Association, by referring to that, and saying that all is forgotten; and that it gives me just as much pleasure to welcome here the delegates of the National Association of Retail Druggists as though I never had been a bad boy. (Laughter.) Mr. Chairman, I am

especially interested, I mean in behalf of our Association, not individually, in having present once again the men who represent the constituency without which we cannot hope to exist.

I may be excused for rehearsing, just a moment—because we are apt to forget—a statement with reference to ourselves and the representatives of the Retail Association during the period which the organization amongst us has been in existence. The Western Wholesale Druggists' Association was formed in 1876 and the National Wholesale Druggists' Association in 1882. The need for the forming of these Associations was felt because of the ruinous competition which you all remember. Very soon after that, namely, in 1883, efforts were made by the sister branch of the business to form an organization, and the active members of this Association were in that work from the beginning and the active members of this Association have been in the work ever since; the active members of this Association are in that work today, so that it is fitting that we should have with us the representatives of an organization which had encouragement and assistance from the members of this Association from its very inception—yea, I think we may claim the credit, without fear of contradiction, that the measure of protection which has been obtained by that organization has been such that the organization would not have been born if we had not started out and demonstrated that something could be done for the amelioration of trade conditions. We have kept on practical lines to such an extent that both the other branches of the trade have looked to us as the model, as the exam-

ple, and amongst these are our friends in the National Association of Retail Druggists. I do not want them to forget, now that they are beginning to take on some growth—my friend said that they are six years old—what was accomplished in the early years of effort along these lines. I was present at the birth of the present Retailers' Association in the city of St. Louis, and the work that they have accomplished has, in my opinion, been of such magnitude that we might well today stand, as Mr. Eliel said at St. Louis, with our hats off.

So that in behalf of our Association, I will say that we are glad to have with us men who work along practical lines; we are glad to have with us men who are making progress; we are glad to have in our midst men who have discarded methods which were originally suggested and found not to work out practically; we are glad to have in our midst men who want to discuss with us each year something new which may appear to both of us, perhaps, to be more in the direction we are striving for.

I want to say in closing that both of these organizations, in my opinion, will remain successful so long as the work is done on unselfish lines, so long as they seek to protect our interests and do not attempt to do that which may be characterized by greed and selfishness. I hope for many years to come we may continue to work harmoniously, and that for many years to come it may be the pleasure of this organization to welcome to its meetings the representatives of the National Association of Retail Druggists.

PRESIDENT SHOEMAKER: Another National organization, which helps to make up the list of those which act in sympathy with one another in the effort to improve trade conditions, is that of our good friends, the Proprietary Association of America. I call upon the Secretary to announce the delegates of that Association.

SECRETARY TOMS: The delegate from the Proprietary Association is Mr. F.W. Schumacher, of Columbus, Ohio.

PRESIDENT SHOEMAKER: We shall be pleased to hear from Mr. Schumacher.

MR. SCHUMACHER: Mr. President and Members of the National Wholesale Druggists' Association—It affords me pleasure to have the privilege and honor of conveying to you the cordial greetings of the Proprietary Association of America. The strong commercial ties existing between the jobber and manufacturer should be fostered in every way. The great interests which are common to both branches of the trade make it necessary for them to act in harmony. From \$80,000,000 to \$100,000,000 worth of proprietary medicines are distributed annually through the channels of the wholesale druggists of this country. We are living in a period of great strenuousness. We are living in a time when the commercial activities of one year amount to as much as the commercial activities of a decade not many years ago. Unfortunately, commercial supremacy brings in its train great strife; like any war, it brings its share of suffering, and it requires

leaders in both branches of the trade to cope with the situation. The difficulties of the problem require courage, wisdom, tact and honesty of purpose to bring about a result which will alleviate conditions from which we all suffer more or less; but I believe that the conservatism of this body and the conservatism that now characterizes all the great American commercial interests is an assurance that we shall do our duty. I believe today, as I did fifteen years ago, when I had the pleasure of being an active member of the National Wholesale Druggists' Association, that it is a body equaled by no other body in this country, not excepting the bankers, in conservatism and intelligence. This meeting is especially significant to me. It is virtually a reunion with my Alma Mater of commerce. I know we are going to work together in harmony, and that harmony will bring about a pacific condition that will mean the benign influence of the conservative blessings of commerce. I do not wish to go into details, but I have learned enough from association with wholesale druggists, I have learned enough from the sentiments expressed here this morning—the sentiment of noble Americanism—to feel that each man will do his duty, and that is all that can be required of any man.

Gentlemen, I hope that the cordial relations existing between the Proprietary Association of America and the National Wholesale Druggists' Association will continue for many years to come for the general betterment of the drug trade, and that the manufacturer, the jobber and the retail druggist will all enjoy greatly the benefits of such a union. I thank you, gentlemen.

PRESIDENT SHOEMAKER: I am sure that we have listened with a great deal of interest to the remarks of the representative of the Proprietary Association, and I am quite certain that I voice the sentiment of the members of this Association when I assure him that the wish for continued fraternal relations that he expresses is reciprocated by us. I call on Mr. M. Cary Peter, of Louisville, to respond to this address.

MR. PETER: Mr. President and Gentlemen—It seems scarcely necessary that anything be said further than to indicate the sincere and fraternal relations existing between this Association and the Proprietary Association, represented by the gentleman who has just taken his seat. He mentioned, however, two or three things which it may be well for us to reflect upon, principally the strenuousness present in American methods. In the old days, when people rode behind a yoke of oxen, it did not make much difference which string was pulled, because they had ample time, if they pulled the wrong string, to pull the right one before the oxen began to respond; but when electricity is the motive power, and when a touch of the finger is all that is necessary to set in motion the tremendous machinery controlled by this great power, it behooves us to be careful how we touch the button. I will only ask that the Proprietary Association and all the other Associations allied to us will realize that this is a rapid age, and that success in our efforts depends on the care we bestow upon the propositions under consideration before action is taken; because, after action is once taken, it goes like a shot and it is very difficult to correct it. Let us maintain a

dignified and courteous patience with one another, and we will succeed better in what we have to do. The general problem is with us all. Each branch of the trade has its particular difficulties. By not making mistakes, by not going too hastily, we will come to a common sentiment which will be to the advantage of all. I hope that our interests may be controlled by a harmony of action which will eventuate in good to all concerned.

PRESIDENT SHOEMAKER: Gentlemen, in addition to the Associations from which we have heard, we have another National Association, one with which our relations have not, perhaps, been quite as intimate as with the other two, but which has constantly stood, and still stands, for that which is best in American pharmacy, an Association which has only recently rounded out the fiftieth year of its existence, and which still maintains, as it always has done, the proud pre-eminence of its early starting. I refer to the American Pharmaceutical Association. I will call upon the Secretary to read the names of the delegates from that Association.

SECRETARY TOMS: I will first read a telegram which has just been received from the President of the American Pharmaceutical Association, Prof. J. H. Beal:

GREETINGS FROM AMERICAN PHARMACEUTICAL
ASSOCIATION

(Telegram.)

SCIO, OHIO, Nov. 14, 1904.

*President Shoemaker, National Wholesale Druggists' Convention,
St. Charles Hotel, New Orleans, La.:*

The American Pharmaceutical Association sends its hearty congratulations and good wishes, and expresses the hope that you may have a highly successful and profitable convention.

J. H. BEAL,

President American Pharmaceutical Association.

SECRETARY TOMS: The delegates accredited from the American Pharmaceutical Association are as follows: F. C. Godbold, New Orleans; Caswell A. Mayo, New York; William L. Dewoody, Pine Bluff, Ark.; P. C. Candidus, Mobile Ala.; Miss J. A. Wanous, Minneapolis, Minn.

ADDRESS OF F. C. GODBOLD, DELEGATE FROM
AMERICAN PHARMACEUTICAL ASSOCIATION

MR. GODBOLD: Mr. President and Members of the National Wholesale Druggists' Association — It is with pleasure that I bring to you the greetings and good wishes of the American Pharmaceutical Association, I believe the oldest and most liberal pharmaceutical association in America.

It has been said that "the American Pharmaceutical Association is the great clearing house of pharmacy. It admits to its floor upon equal footing the representatives of every branch of the pharmaceutical art, the manufacturer, the jobber, the proprietor, the board of

pharmacy member, the editor, even unto the most insignificant unit of pharmaceutical activity."

There is none so humble in the household of faith but that our great Association will afford him a platform and an impartial audience; but we are lacking in members when compared with the baby Pharmaceutical Association of America, the National Association of Retail Druggists, and the American Pharmaceutical Association is casting about for an increased membership, being made up of members from every branch of the pharmaceutical art. We expect assistance from all sources, and I am going to ask assistance from the National Wholesale Druggists' Association. It has been the custom to solicit membership by correspondence, which is a failure, as has been clearly demonstrated by Dr. Noel, general organizer of the National Association of Retail Druggists, in his report made at the recent convention held at St. Louis, in which he says:

"Some members of the Association seem to believe that the work done by the department could be done as well by correspondence at the saving of a tremendous amount of money. We have endeavored in every possible way to find out whether the work could be done in a less expensive manner, but our efforts have always proved unavailing. As an illustration of the absolute futility of trying to better conditions by correspondence, the following experience of the past year is cited. Earnestly desiring that the experiment I am about to relate might prove successful, the Executive Committee, after duly considering the subject, granted us the privilege of addressing a letter to each druggist

in two States, these letters accompanied by suitable inclosures, all of which were prepared with a view to arouse interest in and increase knowledge of our cause, securing better co-operation by druggists and collecting the national dues of these druggists for the current year.

"The States of Michigan and Alabama were chosen for the experiment, 1,400 of the letters being sent to Michigan and 900 to Alabama, 2,300 to the two States. From these letters an even 100 replies were all that were received, and only \$42.50 was collected. The cost of the effort had been \$84.73. The loss, therefore, was \$42.23. This percentage loss could have been sustained even on a large scale if results had been commensurate with the expense incurred, but there were only a few of the recipients of these letters that seemed to be really impressed by them. A few puny efforts and some spasmodic expressions of interest by druggists not heretofore identified with us were all that the effort amounted to in addition to the sum collected, which only a little more than paid for the postage."

Then he goes on to relate how organizations can be accomplished by personal solicitation, and we all know what has been accomplished.

For several years I have had the honor of appointment on the Membership Committee of the American Pharmaceutical Association and given some thought to the subject. My experience is that little can be done by correspondence, but when I have made personal solicitations I have secured new members; so that it is very clear to me that the most effective manner in which this work can be done is by this means, and

while the finances of the American Pharmaceutical Association will not permit of the employment of solicitors, as is done by the National Association of Retail Druggists, I see a way that this can be accomplished with the assistance of your great organization, extending in membership as it does, all over this great and prosperous country, and as individuals sending out so many traveling salesmen, seeking business relations with the retail pharmacists all over this broad land.

By an indorsement of the American Pharmaceutical Association and a pledge of the National Wholesale Druggists' Association that you will, through the medium of your traveling men, assist in building up our membership this would open up a way by which the membership of the American Pharmaceutical Association could be greatly increased; and furthermore, would build up such a bond of sympathy between the two Associations that both would be greatly benefited.

We trust that you gentlemen will see your way clear to offer and adopt such a resolution at this meeting. In behalf of the American Pharmaceutical Association I thank you.

PRESIDENT SHOEMAKER: I am sure we have listened with much interest to the address of our friend representing the American Pharmaceutical Association. As our members all know, but some of our visiting friends may not know, all matters which require consideration and action necessarily go to the Board of Control, and the recommendations contained in this address will, therefore, follow the usual course and go to the Board

of Control. In the meantime I will ask Mr. Thomas P. Cook, of New York, to respond to this address.

MR. COOK: Mr. President and Gentlemen—It affords me great pleasure in behalf of the National Wholesale Druggists' Association to welcome to this meeting the delegates from the American Pharmaceutical Association, an organization for which we have the most profound respect, and one which, in its half-century of existence has done so much for the furtherance of pharmacy; one whose work is not only recognized by the entire American community, but one whose influence spreads abroad all over the world, and whose work is recognized wherever pharmacy is known.

I trust that the delegates from the American Pharmaceutical Association will feel at home with us. I believe I express the sentiment of this Association when I say they are doubly welcome here, and that it is the disposition of all our members to co-operate with them as far as possible in the work they have in hand. With reference to the remarks about augmenting their membership, I think it is only justice to this Association to draw attention to the fact that anyone who chooses to make a careful analysis of the list of members in the American Pharmaceutical Association will find a large proportion of the names of the members of the National Wholesale Druggists' Association enrolled there. So far as the co-operation of the traveling forces of the different houses is concerned, I would also draw attention to the fact that very many applications for membership that have reached the American Phar-

maceutical Association during the past years, have been secured through the work of that class of men. I trust the visit of the delegates from the American Pharmaceutical Association with us will be a pleasant one, and not only that, but that it may prove beneficial both to them and to us.

PRESIDENT SHOEMAKER: Gentlemen, while we are apt to pride ourselves on the age and importance of our organization, it is well for us occasionally to remember that there are other wholesale druggists' associations. We have a letter from the Canadian Wholesale Druggists' Association, which the Secretary will read.

Secretary Toms read the following letter :

GREETINGS FROM CANADIAN WHOLESALE DRUG-
GISTS' ASSOCIATION

LONDON, ONT., June 9, 1904.

Mr. J. E. Toms, Secretary, Indianapolis, Ind.

Dear Sir—At the annual meeting, in Montreal on the 8th and 9th inst., the following resolution was unanimously adopted :

The Canadian Wholesale Druggists' Association, in annual session in Montreal this 9th day of June, extend fraternal greetings to the National Wholesale Druggists' Association of the United States. We beg to acknowledge the letter of your Secretary, Mr. J. E. Toms, under date of February 18, 1904, and thank you for the kind wishes extended, as well as the copy of your proceedings, which contain much interesting matter.

We enclose copy of our proceedings, which we hope may be of interest to you, some points of which, especially those bearing on "price cutting," this being a subject of vital importance in your

country, as well as our own. We are glad to note the large measure of success you have so far had in endeavoring to better the condition of the drug trade generally, and most heartily wish that in future your efforts may be even more satisfactory.

Yours truly,

J. MATTINSON, *Secretary*.

PRESIDENT SHOEMAKER: In addition to the National Associations, whose delegates have already been received by us, we have credentials of delegates from other Associations. The first we will consider is the Louisiana State Pharmaceutical Association.

SECRETARY TOMS: The delegates from the Louisiana State Pharmaceutical Association are Messrs. Walter T. Taylor, George W. McDuff and W. P. Duplantis, all of New Orleans.

PRESIDENT SHOEMAKER: I presume that some of these gentlemen are in the room and we should be glad to hear from them.

MR. WALTER T. TAYLOR: Mr. President and Gentlemen of the National Wholesale Druggists' Association—In an experience of more than twenty years in the active pursuit of pharmacy I have from time to time been called upon to perform many duties, but cannot recall any at the present moment which has given me more pleasure than this, of extending to you in behalf of the Louisiana State Pharmaceutical Association a hearty welcome to our city and state. We realize that the increased length of journey necessary to the vast majority of your body to be present at a meeting in

this city comes as an added hardship, but we trust that the attention shown you during your sojourn here will be such as in a measure to repay you, and that ere you depart for your distant homes some pleasant recollections will be stored up in your memories, and you will be able to say, we are glad we attended the Crescent City meeting.

The pharmacists of Louisiana are just the same old sons of Adam as you are wont to do business with in your home states. We are just as quick to blame you for any real or imaginary shortcomings; just as quick to recognize in you our true friends, and reward your kindnesses with gratitude. As pharmacists, we are confronted with the same difficulties, have the same obstacles to overcome, and have the same problems to solve as the pharmacists of other sections of the country. We are imbued with the same desire to succeed commercially, and are possessed with the same professional ambition, are engaged in the same warfare on the common enemy. We are tempted by the same temptations, and sometimes we yield to them in the same manner as do our brethren elsewhere.

We have been looking forward to believe that a brighter day is at hand for pharmacy. The recognition of right in the doctrine of the survival of the fittest is being made more and more manifest every day. The condition wherein an apprentice formerly passed through the school of bottle-washing and store-sweeping and emerged therefrom a pharmacist is rapidly disappearing.

The demand for the educated and trained pharmacist is daily increasing in Louisiana, as it is in the states

to the north of us and I am pleased to say that the rising generation is making itself equal to the demand. We realize that, just as we have our problems to solve, so you likewise have yours, and we bid you Godspeed in their solution.

The doctrine of the survival of the fittest will present itself for recognition as forcibly to you, if it has not already done so, as to us. The wholesaler in the near future will be required to possess more and more of the technical knowledge of the things he buys and sells. The employment of assistants possessing special knowledge will become a necessity. The time is past when a wholesaler can afford to hire as a laborer one who has gained his knowledge of pharmacy from the almanacs. In this age of specialism the value of the personal equation is constantly increasing and the wholesaler, like the retailer, who possesses it and surrounds himself with help likewise possessing it, will best succeed.

Gentlemen, again permit me to extend to you a hearty welcome.

PRESIDENT SHOEMAKER: I am sure we have listened with much interest to the address of our friend from Louisiana. The address is more interesting and attractive to us because the gentleman is the representative to a certain extent of the spirit which animates our ranks today.

I call upon Mr. Daniel R. Noyes, of St. Paul, Minn., to respond to this address.

MR. NOYES: It is a pleasure to respond to a welcome so cordial and kindly. We appreciate the difficulties

which attach themselves to the actual practice of pharmacy. I want to say in regard to the American Pharmaceutical Association that I am profoundly grateful to them as the one great National organization which does not occasionally say to the National Wholesale Druggists' Association what they may do or must do. I think the Manufacturers' Association (the Proprietary Association) occasionally says what we may do or must do. It is true they say it very kindly; even the National Association of Retail Druggists may be willing at times, to say things in regard to our affairs, of course, in a very kindly and friendly way; but it is to the American Pharmaceutical Association—the pharmacists themselves that we look. Their arm is strong, and we have evidence, given here today, of their intelligence and willingness to give us support in what we do that is right.

The American pharmacists say: "Be good, sell good goods and you will be happy." So I think in regard to the pharmacists, all they expect of us is that we shall receive their suggestions cordially. I have never known them to endeavor to force anything upon us. They are a most intelligent body. Take any other body of retail merchants, there is none that are required under the laws to undergo a test of competency. A man to practice pharmacy must pass an examination and be pronounced a man of intelligence and efficiency to take that position. This fact at once elevates the whole standard of the profession, and I am pleased, therefore, to hear such words of kindly welcome so courteously spoken and so well presented as we had here this morning; and in behalf of the National Association of

Wholesale Druggists I wish to say to you, as individuals and members of the local associations that we think a great deal of you. We wish there were more of you. We want you to be in touch with us, not only because we derive a personal revenue from the patronage of our friends in the retail business, but there is a bond of intelligence, a community of interests, which cannot be ignored, and we wish to recognize and foster them.

PRESIDENT SHOEMAKER: We will next receive the delegates of the Minnesota State Pharmaceutical Association.

SECRETARY TOMS: The delegates from the Minnesota State Pharmaceutical Association are Messrs. L. W. Leithhead, Duluth; E. A. Pfefferle, New Ulm, and S. P. Conger, St. Paul.

PRESIDENT SHOEMAKER: Are there any of the representatives of the Minnesota State Pharmaceutical Association present? If not we will receive the delegates of the New Jersey Pharmaceutical Association. The Secretary will kindly announce their names.

SECRETARY TOMS: The delegates from the New Jersey Pharmaceutical Association are Wm. O. Kuebler, Newark; Clarence P. Smith, Newark; Thos. F. Main, New York; T. C. Wheaton, Millville, and Fred. B. Kilmer, New Brunswick.

MR. THOMAS F. MAIN: Mr. President and Gentlemen—In the absence of the Chairman of the delegation I will respond for the New Jersey Pharmaceutical

Association. I beg to remind you, gentlemen, that our delegation is here representing the oldest of the State Associations, and that it is a very live Association is attested, I think, by the fact that there is rarely a meeting of the National Wholesale Druggists' Association at which there is not a delegation from the New Jersey Society. I simply extend this morning the best wishes of the New Jersey Society that this may be a very successful and profitable meeting of your Association and express the hope that in all questions discussed or legislated upon, the interests of the entire trade may be considered.

PRESIDENT SHOEMAKER: The next Association is the Orleans Pharmaceutical Association.

SECRETARY TOMS: The delegates from the Orleans Pharmaceutical Association are Messrs. C. D. Sauvinet, John E. Scott, R. L. Villere and Max Sampson, all of New Orleans.

PRESIDENT SHOEMAKER: If any of these gentlemen are present we would be glad to hear from them; if not we will be glad to receive the delegate from the Pennsylvania Pharmaceutical Association, Mr. M. N. Kline, of Philadelphia.

MR. KLINE: Mr. President and Gentlemen—You would not be inflicted with the necessity of hearing me extend the greetings of the Pennsylvania Pharmaceutical Association on this occasion, as I have done on several previous occasions, were it not for the fact that

I seem to be the only member of the Pennsylvania Pharmaceutical Association who has had time to come to this meeting. Notwithstanding, I know that it is the desire of the Pennsylvania Pharmaceutical Association to present its greetings to the National Wholesale Druggists' Association and to say that in the deliberations of the Pennsylvania Association we never forget this body; and so we join in the practice which so many State Associations have taken part in, of sending our greetings and expressing the hope that our fraternal relations may long continue.

PRESIDENT SHOEMAKER: I will ask Mr. Chas. F. Weller, of Omaha, to respond to the addresses made on behalf of the New Jersey State and Pennsylvania State Associations.

MR. WELLER: If all retailers who attend our meetings were like Mr. Kline, I do not think we would have any fault to find with the National Association of Retail Druggists. He is always willing to be set right on every important question. He is active and aggressive and willing to go ahead along proper lines. The various State Associations which send greetings to these meetings are composed of druggists with whom we are in hearty sympathy. The retailer occupies a very warm place in our hearts. We need him in the prosecution of our business. We feel that the retailer and the jobber stand very close together. Their interests are identical. The manufacturer is very much needed in the carrying out of the tripartite plan that we have agreed upon. I am glad to extend our most cordial

greetings to the distinguished gentlemen representing the New Jersey and Pennsylvania Associations.

[Mr. Weller also presented the greetings of the Nebraska Pharmaceutical Association, which were heartily received.]

PRESIDENT SHOEMAKER: The next order of business will be the reading of telegrams and other communications which the Secretary has.

Secretary Toms read the following telegram:

GREETINGS FROM ABSENT MEMBERS

(Telegram.)

CLEVELAND, OHIO, NOV. 14, 1904.

J. E. Toms, Secretary National Wholesale Druggists' Association, St. Charles Hotel, New Orleans, La.:

Unable to leave here to attend convention. My best wishes for successful meeting.

LUCIEN B. HALL.

The reading of the telegram was followed by applause.

The Secretary read several communications as follows:

VARIOUS LOCAL INVITATIONS

From the Retail Drug Clerks' Association of Louisiana inviting the delegates and ladies to attend the ball of the Association to be given at Odd Fellows' Hall on Friday evening, November 18th.

From the Gulf Redistilling and Rectifying Co., Ltd., of New Orleans, inviting the delegates to visit their

plant and observe the process of distilling alcohol from molasses.

From the Jackson Brewing Co., of New Orleans, inviting the delegates to visit their brewery on Wednesday morning.

Mr. M. N. Kline moved that the Secretary be instructed to make suitable responses to the various invitations. (Motion carried.)

MR. J. C. ELIEL: If in order, I move that the various delegates who are present from other associations be invited to attend our meetings and have the privilege of the floor.

PRESIDENT SHOEMAKER: I hardly think it is necessary to put that motion. It has been the custom in the past to extend this privilege to the delegates and it was the intention of the Chair to have done so.

It is at this stage of our proceedings that the address of the President is usually presented, and I will ask the First Vice-President, Mr. M. Cary Peter, to take the Chair.

[First Vice-President Peter in the chair.]

President Shoemaker read the following address:

THE PRESIDENT'S ADDRESS

Gentlemen of the National Wholesale Druggists' Association:

For the first time in the history of this body we have the pleasure of meeting in the heart of the Sunny South, in a city which is not only distinctively Southern, but one which by virtue of its geographical position, and likewise by the energy and capacity of its merchants, is a most important mart of trade. I know of no other Southern city so beautiful and attractive as this.

Attractive because of its contrasts, attractive because of its climate, attractive because of its history and because of the romantic associations which are indissolubly connected with it. As we gaze upon its representative features and find virtually two twin cities, the old French town on the one side, and the new American on the other, with the line of demarcation between them definitely drawn, it is easy to understand that the writers of history and of romance have found here a fertile field, and that the chance visitor finds in the old French city a quaint exemplification of restful repose, which is peculiarly grateful, and in marked contrast to the energetic and hustling atmosphere of the average American city. And yet, it is quite possible that some of us may learn definite lessons from the scenes presented to us while we are here, and that we may realize that a certain amount of moderation in conducting the affairs of life, is not in any way incompatible with the successful conduct of business, and with the intelligent management of the affairs of a large city. I say this, because, as I have already stated, the merchants of the city have for long years back proved themselves to be fully equal to the opportunities offered them, and that taking advantage of their geographical opportunities, and having a staple crop which brings cash in the markets of the world, they have thus built up a general business, which is not only large in volume, but likewise extremely creditable to their city. In addition to this, the ruling government of the city has not been unmindful of the health and welfare of its inhabitants. It is certainly highly creditable to this community that there is now being installed an up-to-date sanitary sewerage system, and about to be commenced a plant to supply the entire city with filtered water, which systems, when completed, will have cost the city over \$14,000,000. The street railway system here is also in many respects a model, and will be a revelation to many.

The casual visitor to New Orleans must likewise be impressed by its magnificent levee system, and by the courage and foresight of its early projectors, who thus wrested from the domain of the "Father of Waters" a spot so clearly fitted for a great commercial future. I can easily imagine that in the calm radiance of a moonlight night, the noble Mississippi, as it flows gently

by, may be heard to murmur a whispering "good-night" to those who dwell here, but I can likewise imagine that in the time of flood and storm it clamors and rages against the bounds which confine it, like a herd of wild beasts howling for their prey. All honor, therefore, be to those men who, in the early days, foresaw the opportunities of this city and made possible the successful contest against nature which we witness today.

When, in addition to the geographical and commercial surroundings which I have named, we note the mercurial temperament of its inhabitants, which leads them to provide once each year a spectacular holiday, in character and extent unknown elsewhere on this continent, we can readily understand why it is that this city stands alone "*sui generis*" in its attractions to visitors, and as a brilliant star in the constellation of American cities.

The history of the Louisiana Purchase has been so lately and frequently reviewed during the past two or three years that it seems hardly worth while to refer to it here at length, and yet a few words in regard to it may not be inappropriate.

It will be remembered that when Thomas Jefferson, then President of the United States, first proposed to Napoleon the purchase of the site on which we now stand, he did not entertain the idea of buying the entire American domain of France, but simply sufficient territory to provide for the location of a city, and of a port of entry. On the other hand, so far as we can judge from contemporary history, Napoleon would have been unwilling to part with this territory had it not been for his hatred of England, and the probability of approaching difficulties with her. It is likewise a curious commentary on the affairs of the day, that after the purchase by the American representatives was completed, and the government of France announced its readiness to transfer to the United States its entire holdings in the Mississippi Valley for a sum which we regard now so utterly insignificant, that it was even then that President Jefferson hesitated in confirming the purchase, because of doubts as to the constitutionality of his power to act. In addition to this, a very considerable proportion of the then existing population of the United States, definitely and clearly opposed the transaction be-

cause of the excessive price and of the unwisdom of the purchase. When we consider the importance of this feature of our country's history and how the existence of a foreign power within our borders seems so utterly impossible today, it is a great comfort to many, who, like myself, believe that God is with our nation, to reflect that such matters undoubtedly are never left to chance, but are arranged for peoples and governments by an authority higher than that which is conceived by earthly hands and minds.

It will be remembered by those who have been constantly interested in the affairs of this Association that this is not the first time that New Orleans has been seriously mentioned as our place of meeting. In Philadelphia, in 1896, the Committee on Time and Place rendered its first report in favor of New Orleans, although later, after considerable discussion on the floor, this action was so modified as to take the following meeting to Richmond instead of this city.

While the sentimental considerations to which I have already alluded are interesting and grateful, it must be understood that it is not these alone which bring us here this year. We come here because it is our desire to have our members, our associates and our friends in the South feel that we wish to strengthen and cement the ties which bind them to us, that we desire, and that we wish them to feel that their interests are identical with ours, that their grievances are ours and that their hopes for the future are ours. I am perfectly sure that we shall all leave here with the feeling that so far as the bonds of trade in our line are concerned, there is (as I truly feel the people of our nation at large feel it to be) "No North, no South, no East, no West, one and indivisible."

The year that has passed since our last meeting at Boston has been, from a commercial standpoint, and I think especially from the standpoint of the wholesale druggist, a fairly good one. During the autumn of 1903 there was a very material slump in business, which manifested itself more directly in the iron and steel business than in other lines. This, in connection with the disorganized conditions existing in the stock market, tended to presage an era of depression for the current year. Much to the

gratification of those most deeply interested, however, the iron and steel market showed unexpected activity and firmness after January 1st, and this was followed by improvement in other lines of trade. It is true that some lines of business in some localities and some months of the current year have proved to be rather poor ones, but on the whole I am inclined to think that (considering that this has been a Presidential year) business results in our line will, at the end of the year, be found to have been better than we expected. As a matter of fact the wholesale drug business, while full of detail and requiring long hours of labor and assiduity of attention of those managing it, is really a very safe one. Failures in our line are exceedingly few in number.

While it is true that our profits are not as large as those which are occasionally realized in some other lines of business, it is also true that we are not exposed to the same risks as those engaged in more speculative directions.

The business affairs of this Association are confided by custom, and by the requirements of our constitution, to a series of committees. These committees, selected with great care by the President, have in the past, and I am sure will in the future, always be found to have given most careful, conscientious and capable attention to the subjects assigned to them, and I therefore deem it necessary to refer to only a few of the most important subjects which will require our attention at this meeting.

It will be remembered that at our last meeting the Chairman of the Committee on Suits stated that as the work of the committee was apparently ended, and there was probably no longer a reason for its existence, in his opinion, it would be well to dismiss the committee entirely, because the mere existence of a Committee on Suits might suggest to some that they ought to "get busy." Whether this really had any bearing on subsequent results, I am unable to say, but at any rate the Cincinnati house, with which this Association has had several years of continued litigation, evidently thought it unfair that this especial committee should suffer from lack of occupation, and therefore, in May last, it commenced a new suit against the interests represented by our Association. This suit, which is directed against

various members residing in the State of New York, differs in character from previous suits, because, while they were brought in State courts, this suit has been brought in the United States court, and it is understood that the distinctive idea of the prosecution is to conduct it under the lines of the "Sherman Anti-Trust Law."

No doubt the most important event of the year in connection with our work has been the increased strength and efficiency of the National Association of Retail Druggists. The annual meeting of this association for 1903 was held at Washington, D. C., some weeks after our last meeting in Boston. At this Washington meeting, which was attended by a number of representative proprietors, an urgent demand was made by the retailers on prominent proprietors for the adoption of the direct contract serial numbering plan. The proprietors thus addressed did not feel warranted at that time in acceding to this request, but promised to appoint a committee which should be plentifully supplied with funds, and which should make an earnest effort to ameliorate the conditions of which retailers complained. This committee, generally known as the "Washington Promise Committee," has been in existence and at work for the past twelve months. While it has succeeded in some localities in harmonizing discordant views, and in bringing peace where there had heretofore been war, it is likewise true that in other localities it apparently failed to accomplish any particular result. To those who have carefully followed the course of this work, this necessarily meant that at the recent annual meeting of the National Association of Retail Druggists, in St. Louis, that not only would the demand for the adoption of the direct contract serial numbering plan be renewed, but that it would be renewed with increased force. This expectation was realized. Under the pressure thus exerted, two leading manufacturers have announced their intention in future to market their products under this plan, and that the plan shall become operative as soon as a reasonable or necessary number of signatures has been secured from retailers.

A number of other prominent manufacturers have also announced that while they will not at present market their goods under the direct contract plan, they will number their goods, and

require the wholesaler to keep a record of the parties to whom they are sold, and the quantities in which they are sold. It therefore becomes to us a most interesting question to know just what attitude we should assume. It seems to me most important that the wholesale druggists of this country should let it be clearly understood by their friends, the retail druggists, that the professions which they have heretofore made from year to year have been entirely sincere, and have been really and genuinely intended to be effective so far as practical work is concerned. In other words, I believe that it would be most unwise that any of us should at this time, or at any other time, offer any factious resistance to the existing plans or to any other plans which promise relief for the retailer. We cannot consistently do so, nor would it be liberal or generous to do so. It is undoubtedly true that the performance of the duties thus imposed upon us will necessitate on the part of each of us much labor and the actual outlay of considerable cash. It is also apparent, and only fair, that for this further expenditure of time and money, that we should be properly and appropriately compensated. I am sure that no careful thinker in either the proprietary or retail ranks will deny this.

Another matter which I believe to be of the utmost importance has received very careful attention at my hands during the current year, and that is the question of increased membership for this Association. The work done by the Association and its committees has been so important in its character, so varied in its scope, and so absolutely necessary to the business existence of each of us, that I consider it morally unfair that any house which distributes patent medicines at wholesale, should refuse to contribute the small amount required by this Association as its admission fee and annual dues. Acting on this belief, at the commencement of our business year, the entire country was districted. The members of the Committee on Membership were selected according to geographical requirements, and to each member was sent a list of houses not members, in adjoining territory, whom he was requested to convert if possible.

In addition to this, toward the close of the year a letter was written by me to each of these houses, with the view of thus as-

sisting the efforts of the Membership Committee in this direction. The result I consider extremely gratifying, and it will be shown practically in the report of the Membership Committee, by an unusually large list of new applications.

Unusual attention has also been given by my administration to the appointing of delegates to the various meetings of State Pharmaceutical Associations, and of other associations connected with our business. The selection of these delegates has been made with great care, and with such regard to their geographical location as to cause as little trouble as possible to the delegates thus appointed.

The final subject to which I wish to call your attention is the old familiar one of the rebate plan, which, like the poor, "is always with us." So much has been said from time to time in various ways in regard to this subject, that I deem it unnecessary to consider it at length, except to accentuate and underline, as has been done in the past, the vital importance of its continued existence to our business as wholesale druggists. During the earlier years which I spent in the business, patent medicines in original cases were sold habitually with a gross profit of 1 to 2½ per cent. Many of us who are still in the business remember these conditions vividly, but there is also now in the field another generation, to whom this remembrance is unknown. It is most important that their attention should constantly be called to the continued existence of the benefits which they now enjoy, and to their protection against dangers, the existence of which they never personally knew.

As I have previously stated, it seems to me of the utmost importance that wholesale druggists at this particular time should be most cordial in their willingness to co-operate with the retailers and proprietors in a movement which seems likely to afford considerable relief in the matter of price cutting. It also goes without saying, however, and I cannot refrain from alluding to it, that the other branches of our trade should likewise be equally liberal so far as wholesalers are concerned. Proprietors generally should be given to understand thoroughly and distinctly that the wholesale trade requires that proprietary articles should be distributed by them alone, and not sold to retailers direct; and

retailers also should thoroughly understand that not only their agreements, but likewise their own inclinations, should lead them to refrain from buying goods for division.

Having thus covered the most salient points of Association work during the past year, I now come to what I consider should be the duty of the President of every mercantile association, and that is to bring to the annual meeting of that association some sort of a personal message. Something which will give rise to responsive thoughts on the part of his audience, and will, if possible, lead them to consider that they have been benefited by their attendance. I have therefore culled from an active and busy experience of forty years in the wholesale drug business, a few thoughts which I trust may help some members of this Association in the manner indicated.

It seems to me most important that the subject of local associations should be continuously thought over and presented to our body. The houses doing business in every jobbing center, or in every section of territory, have it in their power to add largely to the pleasure of doing business, and to add something to their profits, by uniting on joint plans of action. No trade section is without some kind of trade abuses. No method of curing these is so effective as the local association. No device in preventing unnecessary cutting of prices is so effective as the local association. It should be thoroughly understood by every dealer, not only in our line of business, but likewise in every other line, that a change has come over the commercial spirit of the day. Competition is not, and need not be, any less active or keen than heretofore, but it is a competition which should lead us to encourage the better feelings of human nature, and to give our customers the best in our power in goods and service, and not the competition which panders to the worst elements of human nature, and finds its expression in a constant effort to make our prices just a little lower than those of our next neighbor. I am inclined to be an optimist. I believe that the world is gradually growing better, and I feel that the spirit of interdependence is with the world today, and that it has come to stay.

Another feature which I regard as important, is that those of us who are interested in the work of this Association, should

constantly be on the alert to discover new workers. Our ranks are full of young men, many of them as yet untried and undiscovered. What we need to do is to put some of these men to work. The older man is apt to be reminiscent. His mind dwells largely on the battles of the past. The younger man steps in with a keenness of intellect and freshness for the fray, which speaks well for his attitude in the battles to come. His spurs are yet to be won.

The question is often asked by the wholesale druggist—"What can I do to increase the size of my business? What can I do to increase my profits?" I propose to say a few words on this subject.

In my opinion every wholesale house would do well to have a fairly well-equipped pharmaceutical laboratory, which should be capable of filling all ordinary orders for tinctures, fluid extracts, elixirs and pharmaceutical specialties generally. I consider this a most important feature in the province of any wholesale druggist. The equipment of a department of this kind need not be necessarily expensive or extensive, but of its profit-paying powers I have no doubt whatever. I am fully aware that this statement will excite adverse criticism on the part of our friends, the large manufacturers of this class of goods. It is well known that the attitude of some of these houses has been extremely unsatisfactory to wholesale druggists generally. They have not been satisfied to sell their goods at their lowest price to wholesale druggists alone, but likewise they have made wholesale agents at bottom prices, of retail druggists, and I am also reliably informed, in some cases even of physicians. No wholesale druggist can look upon this program with complacency. The question of just what to do in each individual case has been so widely varied because of different conditions in different localities, that no concerted action by this Association as a body, has ever been considered entirely feasible.

It is likewise true that there are manufacturers in this line to-day who have been most liberal and generous to the wholesaler; who have absolutely confined their sales to wholesale houses, and because of this, deserve our respect and support. At the same time, this does not modify my opinion that the wholesale drug-

gist should make his own pharmaceutical preparations and specialties. A careful review of the sales books of my house shows me that at least 75 per cent. of our orders for fluid extracts reach us without any brand being specified. This is our legitimate field to supply. I see no reason why we should turn this business over to any other manufacturer for any reason whatever. In filling orders of this kind with our own make of goods, we not only make the profit on each transaction as it passes us, but, if our goods are excellent in quality, as they should be, we also lay the foundation for future orders with our own brand specified.

These same remarks apply in a lesser degree to the bottling of chemicals and essential oils. In my early days, as a business man on my own account, I decided quite clearly for myself, that my name on a package of goods of any sort, was just as valuable as that of any other business house. For this reason I believe it good policy for every wholesale druggist to buy, with proper and intelligent scrutiny, his chemicals and essential oils in bulk, and send them out under his own label.

Another opportunity for profit is in the subject of drug milling. The rapid improvement in the production of drug mills, and the introduction during the last few years of powerful, and rapid working steel mills, has tended largely to displace the old-fashioned system of buhr-stone milling, and likewise to make the process much easier, and much more available for the drug house of moderate size. An equipment of a first-class steel drug mill and crusher capable of manipulating most of the articles ordinarily required to be ground or powdered in a wholesale business may now be had for a sum approximating say \$500 to \$600, and in my opinion will be found extremely valuable and profitable.

There are also various side lines which may be legitimately connected with our business. The druggists' sundries department if carefully managed, and with a view to the prevention of an undue accumulation of unsalable stocks, seems naturally to belong to our line, and will be found a source of considerable profit.

There are also some markets in which liquors, cigars, paints, oils, window glass and bottles may be successfully and profitably handled. The actual successful conduct of these departments de-

pende very largely on the character of the markets, and their location. In the West and South I believe that liquors and cigars are frequently, if not generally, sold by wholesale druggists. In the East this is not the case, because these lines seem to be canvassed much more thoroughly and completely by specialty houses than in some other parts of the country.

Finally, I wish to express my profound conviction that the chief element of success in the wholesale drug line, is in the excellence of service and the quality of goods, and not in the direction of cutting prices. Cutting prices is always a temporary expedient. No house can make a price so low that some other house will not meet it. The advantage temporarily gained is immediately lost. The impression produced by good service always remains.

In addition to this, two of the requirements for a manager of a wholesale drug business are good health and good nature. They are the corollaries of good business. The successful manager must also be well equipped in regard to his nervous system. He must be prepared at any time temporarily to drop a transaction involving perhaps hundreds or thousands of dollars, as the case may be, to listen to the complaint of a retail customer who insists on a personal interview, involving perhaps the disposition of only a few cents.

These points as I regard them, are among the necessities of our business. With due attention to them, we may not be able to reach the fabulous results obtained by the magnificent operator in "frenzied finance," but we may at least sleep quietly and peacefully each night, with the thorough conviction that our investment in our business is secure, and that a reasonable return at the end of the year may be expected.

I feel that I cannot close this address finally without one more word. As I have already stated, I have much confidence in the work of the various committees to which the conduct of affairs of this Association is committed. I have many grateful thanks for the service which has been rendered by these committees, and especially by their chairmen. At the same time it seems to me not inappropriate that especial attention should be called to the

work of the Proprietary Committee, not only because of the excellence of the work, but likewise because of the great importance of the committee. I sincerely desire that every member of this Association should thoroughly realize that the work of our Proprietary Committee has in the last twelve months alone secured to them additional profits, which are sufficient several times over to pay the amount of their annual dues. There is no other investment within your reach which pays as good a dividend as membership in the National Wholesale Druggists' Association.

I desire to repeat and renew my expression of appreciation given last year at Boston, in regard to the honor conferred upon me in my selection as President of this body, and while our present meeting will terminate my official connection with the administration of its affairs, I beg to assure you that my interest in its practical operations will continue in the future, as in the past, unabated.

VICE-PRESIDENT PETER: Gentlemen, you have heard the address of the President. What shall be done with it?

MR. J. C. ELIEL: I move that it take the usual course and be referred to a committee of three to report back to this meeting. (Motion carried.)

COMMITTEE ON PRESIDENT'S ADDRESS

VICE-PRESIDENT PETER: The committee to whom shall be referred the address of the President is:

Chas. F. Weller, of Omaha.

Chas. A. West, of Boston.

J. W. Durr, Jr., of Montgomery.

(President Shoemaker resumes the Chair.)

PRESIDENT SHOEMAKER: It is usual at this point in our proceedings to appoint the members of two

committees. The first is the Committee on Nominations. On that committee I will appoint the following named gentlemen:

COMMITTEE ON NOMINATIONS

W. J. Walding, Chairman, Toledo.

W. O. Blanding, Providence.

E. D. Taylor, Richmond.

J. C. Eliel, Minneapolis.

W. A. Hover, Denver.

The Committee on Time and Place of Next Meeting will be composed of the following gentlemen:

COMMITTEE ON TIME AND PLACE OF NEXT MEETING

E. D. Taylor, Chairman, Richmond.

J. A. Gallagher, Kansas City.

Thos. P. Cook, New York.

Chas. F. Cutler, Boston.

H. Behrens, Waco, Texas.

SECRETARY TOMS: We have a very beautifully engrossed invitation to hold our next meeting in the city of New York, which I will read.

INVITATION TO MEET IN NEW YORK

NEW YORK, Nov. 4, 1904.

Mr. C. F. Shoemaker, President National Wholesale Druggists' Association:

Esteemed Friend—Pursuant to a resolution unanimously adopted at the monthly meeting of the Drug Trade Section of

the New York Board of Trade and Transportation, held yesterday, I have the honor, and also the very great pleasure to extend through you to the National Wholesale Druggists' Association, the most cordial invitation of our Drug Trade Section to hold your next annual meeting in the city of New York.

It is unnecessary to tell you of the advantages possessed by New York which will commend our city to your favor as a place of meeting. Aside from the business of the meeting itself, a visit to our city cannot fail to interest your members, and will appeal to them individually in such a way as to influence a very large attendance.

Our members will esteem it a privilege to welcome you to New York, and will endeavor to make your stay here an enjoyable one.

I am, dear sir, very sincerely yours,

THOMAS P. COOK, *Chairman,*
Drug Trade Section N. Y. B. of T. and T.

INVITATIONS FROM OTHER CITIES

SECRETARY TOMS: We also have an invitation from Niagara Falls from the Mayor, the Common Council and the Bureau of Publicity of that city. We likewise have an invitation from the Commercial Club, of Duluth, Minn., also an invitation from Mr. C. B. Thomas, President of the Business Men's Association, of Saratoga Springs. The Secretary has received no formal invitation from Cincinnati, but he understands that an invitation from that city will also be presented.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the invitations extended and unless some objection is raised they will be referred to the Committee on Time and Place of Meeting.

The next business is the report of the Committee on Membership, which is usually brought in at this stage of the proceedings in order that the names may be posted in the manner prescribed by the Constitution and By-Laws.

MR. J. C. ELIEL: Mr, President and Gentlemen—The report of the Committee on Membership will be presented by myself, as acting Chairman, in the place of a much better man who has been called to his last reward, and we may well all of us stop for a moment in the conduct of our business to remember that friend, for he was a friend indeed, Mr. William J. Walker, of Albany, N. Y.

The report of the Committee on Membership is short in words, but long in names, and we are indebted to the active co-operation of our traveling friends and the various members of the Committee for the work which they have done. The Committee is also extremely grateful to the office of the Proprietary Committee for the aid it has extended to this Committee and the very efficient work done along the same lines.

Mr. Eliel then read the following report of the Committee on Membership:

REPORT OF COMMITTEE ON MEMBERSHIP

To the National Wholesale Druggists' Association:

Your Committee on Membership begs leave to report to you the following names for your consideration:

FOR ACTIVE MEMBERS

A. E. & E. V. Brown, Mobile, Ala.
 Greil Bros. Co., Montgomery, Ala.
 Whitlow-Williams Drug Co., Fayetteville, Ark.
 C. J. Lincoln Co., Little Rock, Ark.
 W. L. Dewoody & Co., Pine Bluff, Ark.
 Mann-Tankersley Drug Co., Pine Bluff, Ark.
 E. J. Wittenberg Co., San Francisco, Cal.
 N. B. Danforth, Wilmington, Del.
 Iowa Drug Co., Des Moines, Ia.
 Southwestern Drug Co., Wichita, Kan.
 Estorge Drug Co., New Iberia, La.
 Vermont Chemical Mfg. Co., New Orleans, La.
 The Goyer Co., Greenville, Miss.
 Hopkins & Bethea, Meridian, Miss.
 Estate of A. G. Cassell, Vicksburg, Miss.
 Quin-Sharpe Drug Co., Vicksburg, Miss.
 Parchen Drug Co., Helena, Mont.
 Roeber & Kuebler, Newark, N. J.
 Britt, Loeffler & Weil, New York, N. Y.
 Beall & Steele Drug Co., Steubenville, Ohio.
 C. H. Butterworth & Co., Philadelphia, Pa.
 George D. Feidt & Co., Philadelphia, Pa.
 Steelman & Archer, Inc., Philadelphia, Pa.
 Shipley-Massingham Co., Pittsburgh, Pa.
 Memphis Drug Co., Memphis, Tenn.
 Thompson Drug Co., Brownwood, Texas.
 J. W. Crowdus Drug Co., Dallas, Texas.
 H. W. Stark Drug Co., Gainesville, Texas.
 Paris Wholesale Drug Co., Paris, Texas.
 W. A. Nelden Drug Co., Salt Lake City, Utah.
 Williams, Martin & Gray, Norfolk, Va.
 Jose Sarra's Widow & Son, Havana, Cuba.

FOR ASSOCIATE MEMBERS

Liquid Ozone Co., Chicago, Ill.
 Thos. Thorkildsen & Co., Chicago, Ill.

French Lick Springs Hotel Co., French Lick, Ind.
St. Jacob's Oil Co., Ltd., Baltimore, Md.
W. F. Smith Co., Boston, Mass.
Dow Chemical Co., Midland, Mich.
Katharmon Chemical Co., St. Louis, Mo.
American Ferment Co., Jersey City, N. J.
Truslow & Fulle, Inc., Jersey City, N. J.
Morgan Drug Co., Brooklyn, N. Y.
Churchill Chemical Co., New York, N. Y.
Gaunt & Janvier, New York, N. Y.
Ferd. T. Hopkins, New York, N. Y.
Kress & Owen Co., New York, N. Y.
Ripans Chemical Co., New York, N. Y.
The Selling Co., New York, N. Y.
* Sanitas Condensed Milk Co., Seattle, Wash.

FOR COMPLIMENTARY MEMBERS

"Bulletin of Pharmacy," Detroit, Mich.
"Merck's Report," New York, N. Y.

Respectfully submitted,
J. C. ELIEL, *Acting Chairman.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Committee on Membership. I am very sure the size of this list must be gratifying to all of us. The report will take the usual course and the list of applicants will be posted twenty-four hours in accordance with the usual custom.

MR. JAMES E. DAVIS: I move that the applicants for membership be extended the privilege of the floor until they are elected. Some of them are here, I understand, but they may feel a delicacy about coming into the

* Name changed since election to Sanipure Food Co.

meeting before being elected members of the Association. (Motion carried.)

PRESIDENT SHOEMAKER: The next business will be the report of the Secretary.

Secretary Toms read his report, as follows:

REPORT OF THE SECRETARY

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

During the fourteen months which have elapsed since our last meeting, the correspondence of the Secretary's office has been of greater volume than usual, and he has received from various commercial organizations numerous communications which were either submitted to our President or referred to the appropriate Committees for their consideration.

Shortly after the adjournment of the Boston meeting, a communication was received from Mr. Frank Barry, Commissioner of the National Board of Trade, urging that the National Wholesale Druggists' Association become a member of that body. The communication was referred to President Shoemaker, and Mr. Barry was advised that the matter would be submitted to the Association at its next meeting. His communication will be presented to this convention for such action as may be deemed proper.

A communication was also received from Mr. E. P. Bacon, Chairman of the Executive Committee of the Interstate Commerce Law Convention, soliciting a contribution from this Association toward the expense incurred by his committee in its efforts to secure legislation enlarging the powers of the Interstate Commerce Commission. After obtaining the views of President Shoemaker, your Secretary wrote Mr. Bacon as per copy of letter included in the correspondence, which, at the request of Mr. Bacon, will be laid before the Association for its consideration at this meeting.

Information was duly conveyed by your Secretary to ex-President Thomas Lord of his election at the Boston meeting in 1903 as an honorary member of this Association, and he wrote as follows in acknowledgment of the notice:

"1402 CHICAGO AVE., EVANSTON, ILL., Sept. 24, 1903.

"J. E. Toms, Esq., Secretary N. W. D. A.:

"My Dear Sir—I am in receipt of your kind note informing me that the National Wholesale Druggists' Association has added my name to its list of honorary members. Allow me to express my grateful appreciation of this great and unexpected kindness, with my best wishes for the continued success and usefulness of the organization. Please accept my sincere thanks for the courteous and graceful way in which you have communicated the action to me.

"Very truly yours,

"THOMAS LORD."

In accordance with instructions given your Secretary last year, he furnished a copy of the Boston proceedings to the Secretary of each State and Territorial Pharmaceutical Association, and a number of these gentlemen wrote him expressing their appreciation of the courtesy.

The report of the Boston meeting made a book of 625 pages, being the largest in the history of the Association. Six hundred copies were printed and a small surplus remains on hands for future needs.

The Secretary was instructed last year to print photographs of our deceased members in the book of proceedings, which was done. This action was taken upon the motion of Mr. Thomas F. Main, and our members will doubtless feel grateful to him for the suggestion because there is no question that the appearance of the annual report is much improved by the photographs, whose inclusion is naturally gratifying to the relatives and friends of our deceased members.

Your Secretary also calls attention to the fact that he compiled and published in the Boston report a table giving the names of all the officers elected at the annual meetings of the Association

since its organization. This table will be made a regular feature of all subsequent reports, and it will doubtless prove very convenient for information and reference.

As instructed last year, the Secretary printed in the Boston report a list of the delegates appointed by our President to represent the National Wholesale Druggists' Association at the 1904 meetings of the American Pharmaceutical Association and the State Associations.

As a matter of record, it is well to state that the 1903 meeting of the National Association of Retail Druggists was held in Washington October 5-8, and our delegates, as appointed by President Shoemaker, were as follows:

C. C. Leadbeater, Alexandria, Va.
G. Frank Baily, Baltimore, Md.
John B. Purcell, Richmond, Va.
M. N. Kline, Philadelphia, Pa.

The meeting was attended by all of the delegates except Mr. Purcell. President Shoemaker was also present.

The Proprietary Association of America held its annual meeting in Chicago June 1-3, 1904, and the delegates appointed by our President were as follows:

John N. Carey, Indianapolis, Ind.
Frank A. Faxon, Kansas City, Mo.
J. C. Eliel, Minneapolis, Minn.
W. J. Walding, Toledo, Ohio.
M. Cary Peter, Louisville, Ky.
James W. Morrisson, Chicago, Ill.

All of these gentlemen attended the meeting except Mr. Morrisson, who was prevented by illness.

The annual meeting of the National Association of Retail Druggists in 1904 was held in St. Louis October 10-14, and President Shoemaker appointed the following delegates thereto:

Frank A. Faxon, Kansas City, Mo.
J. C. Eliel, Minneapolis, Minn.

W. J. Walding, Toledo, Ohio.
M. Cary Peter, Louisville, Ky.
C. P. Waldrige, St. Louis, Mo.
Theodore F. Meyer, St. Louis, Mo.
C. H. West, St. Louis, Mo.
James W. Morrisson, Chicago, Ill.
John N. Carey, Indianapolis, Ind.

All of our delegates attended the meeting except Messrs. Walbridge, Morrisson and Carey, who were unavoidably absent.

A convention of commercial organizations was called by the Executive Committee of the Interstate Commerce Law Convention to meet in St. Louis on October 28, 1904, and President Shoemaker appointed Mr. Theodore F. Meyer and Mr. C. H. West, of St. Louis, to attend the convention as delegates from this Association. The principal object of this convention was to strengthen the movement in behalf of Congressional legislation to increase the powers of the Interstate Commerce Commission.

Referring to the action taken by the Association on the report of the Committee on Transportation last year, your Secretary has kept in close touch by correspondence with the Chairman of that Committee, but it has not been considered necessary for him to attend any transportation meetings during the year.

As instructed by the Association at the Boston meeting, the Secretary had considerable correspondence last winter with the officers of the National Associations in the wholesale grocery and hardware trades to see if their co-operation could be secured in the movement to restore the open charge for box and cartage, but unfortunately nothing could be accomplished in this direction. All the correspondence was submitted by the Secretary to the Chairman of our Special Committee on Box and Cartage, in whose report the matter will be referred to.

It is painful to state that the Grim Reaper has been busy in our ranks since we last met, as will be shown by the report of the Committee on Memorials of Deceased Members. Among those who have been snatched away from us was our beloved ex-President, Mr. William J. Walker, of Albany, N. Y. He was the Chairman of our Committee on Membership, and since his

sad death Mr. J. C. Eliel, of Minneapolis, by appointment of President Shoemaker, has been acting as Chairman of that Committee.

The members of the Committee on Membership have been untiring in their efforts to secure new members, and the Association is to be congratulated upon the fact that the report of this Committee will contain one of the largest lists of applicants that we have had for years. It is particularly gratifying that applications have been obtained from so many wholesale druggists, especially among our Southern friends. It is extremely appropriate that they should cast their lot with us at this, our first meeting in the far South, and it is earnestly hoped that their example may soon be followed by the few remaining drug jobbers who have not yet connected themselves with our Association.

The present state of our membership, with the changes that have occurred during the year, will be shown by the following table:

ACTIVE MEMBERS

Listed in proceedings of 1903.....	234
Failed in business	1
Consolidated with another firm.....	1
Retired from the wholesale drug business..	3
Total losses during the year.....	5
<hr/>	
Leaving the net number of active members..	229

ASSOCIATE MEMBERS

Listed in proceedings of 1903..	189
Resigned after payment of dues.....	2
<hr/>	
Leaving the net number of asso. members..	187

The addition of the new members to be elected at this meeting will make an unusually large increase in our membership, particularly in the active class. It is gratifying to state that there will also be a handsome increase in our list of associate members this year.

In this report your Secretary has endeavored to present only a brief statement of matters of general interest and to make a permanent record of other matters which may be useful for future reference.

He has noted with pleasure an increasing disposition on the part of our members to utilize his services and the facilities of his office. This is as it should be, and the Secretary is always glad to render any assistance in his power to our members.

Respectfully submitted,

J. E. Toms, *Secretary.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Secretary. Before action is taken on the report the Secretary will read some communications in connection with the report.

Secretary Toms then read the following communications:

COMMUNICATION FROM NATIONAL BOARD
OF TRADE

WASHINGTON, D. C., Sept. 10, 1903.

Jos. E. Toms, Esq., Secretary National Wholesale Druggists' Association, Indianapolis, Ind.:

Dear Sir—Permit me to call the attention of your organization to the desirability, if not actual necessity, of maintaining a National Federation of the Commercial and Industrial Associations of the United States, and to invoke its support to the efforts which we are making to establish such a body.

In this age of organization, when every locality and industry has its association, many of which are joined together in state, sectional and national bodies, the commercial and manufacturing interests of our country are neglecting an opportunity for benefit, by failing to extend the principle, through uniting forces in one compact national organization, which may serve to concentrate opinion and action in matters affecting the business welfare of

the United States. While the various existing associations may strive to attain the same objects, they often work at cross-purposes, creating confusion, waste of energy, and even defeat of purpose. This is especially noticeable in matters of National legislation, and the need of a central organization, with headquarters at the National Capital, and equipped to accomplish results, has been shown by the recent tendency to form special National associations, to promote desired legislation, whenever a question of popular interest arises, such as the National Pure Food Congress, the National Irrigation Association, the Interstate Commerce Law Convention, etc., etc. Such associations certainly accomplish good, but their work should come within the scope of one permanent National organization, such as we are endeavoring to make the National Board of Trade.

Congress is frequently overwhelmed with pressure brought to bear upon its members by the multitude of commercial and industrial bodies, both for and against measures which are before it. We do not find this condition with regard to measures affecting the labor or the transportation interests. They have learned and appreciate the value of thorough organization, and always approach Congress with a clear knowledge and statement of what they want—and they usually get it. Why may not the commercial and manufacturing interests do likewise? It needs but the co-operation of such organizations as yours to enable us to maintain in the United States a National body which may accomplish for us all the benefits that the Association of Chambers of Commerce of the United Kingdom does for Great Britain.

The next United States Congress must deal with many questions which are of vital importance to the commercial and manufacturing interests of the country; its members will need, and doubtless seek, counsel and advice from the best business minds. In no way can assistance be so well rendered as through the broad compact organization of these interests.

The Fifty-seventh Congress yielded to long-continued, popular demand and gave us an Executive Department of Commerce. Shall we not meet this step, taken in behalf of our commerce and manufactures, by so organizing that we may be able to systematically co-operate with the new department and enable it to

learn our needs and desires? We hope to so increase the membership of the National Board of Trade and extend its influence and power, that when the next session of Congress convenes it will be recognized as competent to fully represent the business interests of the country and be capable of speaking for them in a conservative and authoritative manner. The time in which to perfect such an organization is very short, and it is essential that prompt action shall be taken by all associations which desire to join in the movement.

In order that the cost of membership may not be an obstacle, it has been decided to receive applications from associations under the condition that they shall be admitted to full membership, under suspension of rules, upon the payment of an admission fee of \$25 for organizations having 200 or less members and \$50 for associations having above 200 members. It is confidently believed that the increase in membership resulting from this action will permit a material reduction in the per capita basis of annual dues for the future.

Membership in the National Board of Trade is held by associations only. They are entitled to the following representation at all conventions: An association having 50 constituent members is entitled to one delegate and vote; having 100 members, two delegates and votes; having an excess of 100 members, one additional delegate and vote for each 200 members of such excess. All subjects considered or acted upon must be National in character—not local or sectional. If desired, I will be pleased to send you a copy of the Constitution and By-Laws.

At the time of our last annual convention a reorganization was effected which will greatly add to the future usefulness of the National Board. An office was established at Washington, in charge of a Commissioner, whose duty it is to keep in touch with legislative and departmental affairs—especially with the new Department of Commerce and Labor—and while promoting the objects of the association to keep its members posted in regard to all matters of interest to them. A bureau of information is conducted, which is at the service of members, to attend to inquiries which they may desire to make and act as their agent and representative at Washington, so far as may be consistent

with the purposes of the organization. A bulletin is published at intervals to advise members of matters of importance.

Will you please submit this communication to the officers and directors of your organization at the earliest moment practicable and advise me of the result. We trust that the importance of the movement may impress them as worthy of serious consideration and earnestly hope that you will conclude to give to it your active support.

Yours respectfully,

FRANK BARRY, *Commissioner*.

COMMUNICATIONS FROM EXECUTIVE COMMITTEE INTERSTATE COMMERCE LAW CONVENTION

MILWAUKEE, WIS., April 9, 1904.

Mr. J. E. Toms, Secretary National Wholesale Druggists' Association, Indianapolis, Ind.:

Dear Sir—The expense incurred by this Committee in promoting legislation to give greater effectiveness to the Interstate Commerce Act, during the present session of Congress, will amount at its close to about \$4,000. It has been deemed necessary to keep the Secretary at Washington continuously, to be in touch with members of Congress, and a considerable sum has necessarily been expended for printing, postage, stenographic work, etc.

No doubt the several commercial organizations, in whose behalf the Committee is acting, will readily contribute towards meeting the expense, and I beg leave to suggest for the consideration of your Association a contribution of \$50 as its proportionate share, to be remitted to Mr. R. S. Lyon, Treasurer, No. 86 Board of Trade, Chicago. Kindly advise the undersigned of your action in the matter.

It has not been the expectation of the Committee that the legislation would be brought to a successful completion at the present session of Congress. The progress made is regarded as satisfactory, all things considered, and, in the judgment of the Committee, there is good reason to look for the enactment of the desired legislation early in the next session.

I mail you herewith a pamphlet containing the "Substance of Testimony" offered in favor of the proposed legislation at the hearings before the Interstate Commerce Committees of the two Houses of the previous Congress; a copy of which has been furnished each member of the present Congress. Should additional copies be desired for the use of officers or members of committees of your Association they will be furnished with pleasure.

Truly yours,
E. P. BACON, *Chairman*.

INDIANAPOLIS, IND., April 21, 1904.

*Mr. E. P. Bacon, Chairman Interstate Commerce Law Convention,
Milwaukee, Wis.:*

Dear Sir—I duly received your favor of April 9th requesting a contribution from this Association on account of the expense incurred by your Committee in promoting legislation. As I did not have authority to decide this question, I referred your letter to our President, Mr. C. F. Shoemaker, of Philadelphia, who has just requested me to inform you that while we are highly appreciative of the efforts made by your organization in this direction, our officers are not authorized to make any contribution on this account. It is necessary to bring all such matters before the Association itself, which will not hold its next annual meeting until November, 1904. Mr. Shoemaker is of the opinion, however, that inasmuch as every local center of any consequence has some sort of a trade organization of its own, contributions for work of this character should come from bodies of this kind rather than from a National Association, like our own. Our members, as a rule, are also members of their various local trade organizations, so you will see that when you obtain contributions from such organizations our members are really contributing their share of the same through such local bodies.

Trusting that this will explain our position in the matter, and wishing you the best of success in your efforts, I am

Yours very truly,
J. E. TOMS, *Secretary*.

MILWAUKEE, Wis., April 26, 1904.

Mr. J. E. Toms, Secretary,

National Wholesale Druggists' Association,

No. 402 Commercial Club Building, Indianapolis. Ind.:

Dear Sir—I have the pleasure to acknowledge receipt of your favor of 21st inst., and I thank you for the very full statement which you make in relation to the position taken by the officers of your Association in the matter of contributing towards the expenses incurred by this Committee in its work of promoting legislation to strengthen the powers of the Interstate Commerce Commission.

I will say, however, that the National organizations associated in the movement have heretofore given it financial support, and I anticipate that they will continue to do so, without regard to the connection which their members may have with local organizations that are also co-operating with our Committee; but, touching this point, I believe you will find, on looking over the inclosed list, that the number of local bodies represented by this Committee which seem likely to include members of the National Wholesale Druggists' Association are comparatively few.

I shall be very glad to have you bring the matter of a contribution before the annual meeting of your Association in November; for if the funds thus far expended have all been raised by that time, an appropriation made by your Association can be used to advantage in inaugurating the work at the coming session of Congress, at which our Committee expects to press the legislation to its passage. As you will see from the circular letter which I am issuing today to the organizations associated in our movement, the prospects for success at that session are very encouraging.

I believe you are aware that the services of myself and the other members of the Committee have been given gratuitously to the cause, as have also those of my private secretary and part of the office force of my firm. If the necessary funds are not raised, the expense will fall upon the individual members of the Committee; but I have every confidence that the request for contributions recently sent out will meet with a sufficiently liberal re-

sponse. I have received a large number of letters stating that the matter would be referred to the various executive boards or to the regular meetings of the associations.

Thanking you for your kind expressions and assuring you that the interest personally manifested by Mr. Shoemaker and yourself is heartily appreciated, I remain,

Very truly yours,
E. P. BACON, *Chairman.*

INDIANAPOLIS, IND., April 27, 1904.

Mr. E. P. Bacon, Chairman Ex. Com. Interstate Commerce Law Convention, Milwaukee, Wis.:

Dear Sir—I am in receipt of your favor of the 26th with enclosure and as requested it will give me pleasure to bring your request for a contribution before the annual meeting of our Association at New Orleans in November. I would suggest, however, that inasmuch as the meeting will not be held until November 14th, it might be well for you to communicate with me again a short time before November 1st, so that the matter can be presented to the Association in a fresh shape. I merely offer this suggestion for your consideration, and assuring you that it will give me pleasure to co-operate with you in any way in my power, I am

Yours very truly,
J. E. TOMS, *Secretary.*

MILWAUKEE, WIS., November 9, 1904.

Mr. J. E. Toms, Secretary National Wholesale Druggists' Association, Indianapolis, Ind.:

My Dear Sir—In accordance with the suggestion contained in your letter of April 27th I hand you herewith a duplicate of my communication of May 17th in regard to a contribution by your Association towards the expense fund of this Committee. Should the matter receive favorable consideration at your annual convention on the 14th inst. it will be duly appreciated.

At the convention held in St. Louis on the 28th and 29th ult. great enthusiasm was manifested by the delegates in attendance and a large number of these made voluntary subscriptions for the account of their respective organizations, in amounts ranging gen-

erally from \$25.00 to \$100.00, for which they made themselves personally responsible. By this means a fund has been assured which will be sufficient to inaugurate a vigorous campaign, and it is the expectation of our Committee that enough additional contributions will be made to carry the work to a successful completion, if possible, at the coming session of Congress. During the last session, as you are aware, our Committee was seriously hampered by the lack of funds; but interest in the movement is now so general and so intense that I think commercial organizations throughout the country will feel disposed to bear their proportionate share of the expense necessarily involved in securing the legislation.

Again thanking you for the cordial interest which you have taken in the work of our Committee, I remain

Very truly yours,

E. P. BACON, *Chairman.*

MILWAUKEE, WIS., NOVEMBER 10, 1904.

To the President and Board of Directors of the Commercial Organization addressed:

I have the pleasure to state that the convention called by this Committee, held at St. Louis on the 28th and 29th ult., surpassed the expectations of the Committee in point of attendance and interest, about 110 commercial organizations, located in 30 different states, embracing various branches of trade and industry, being represented by delegates present. A petition to Congress was unanimously adopted praying for the speedy enactment of legislation giving greater effectiveness to the Interstate Commerce Act and making the orders of the Commission operative upon due notice to the carrier, a copy of which petition is enclosed herewith. It is desired that all organizations interested in the effort to secure the proposed legislation, that were not represented by delegates present at the convention, take formal action joining in the petition, in order that their names may be affixed thereto prior to its presentation to Congress, which will be made immediately upon the reconvening of that body; and that such action be promptly reported to the undersigned.

The convention clearly demonstrated the fact that a large number of the commercial organizations of the country are awake to the necessity of united action to accomplish the purpose in view and stand ready to co-operate in the effort in every practicable way. The first thing to be done is for each organization interested in the legislation to take steps to bring its influence, and that of its individual members, to bear upon Representatives in Congress from their respective districts and Senators from their respective States, prior to their departure for Washington, to secure the exercise of their personal influence with members of the Interstate Commerce Committees of the two Houses of Congress to which the several bills for the purpose were referred at the last session, urging the reporting of such bill as may be deemed best calculated to reach the desired result immediately upon the opening of the coming session, in order that its passage may be effected during that session, which, as you know, will be a short one.

I would suggest, as the best means of carrying this into effect, the appointment of a special committee by each state and local organization, charged with the duty of personally interviewing the members of Congress from the district or districts embraced in its field, and also the Senators from the State in which it is located, to impress upon them the desire of the membership of the organization for the immediate enactment of the proposed legislation, and secure so far as possible the assurance of their individual support of the legislation. When such interview has been had, our committee would be pleased to be advised of such expression as may be made by the several Representatives and Senators for its guidance in carrying on the work at Washington.

To national and sectional organizations I would suggest that each appoint one or more members in each Congressional District in which any of its members reside, to interview the Representative in Congress therefrom to the effect above stated, and also appoint a special committee in each State in which it has members to interview the Senators therefrom to the same effect.

By this means nearly every member of each branch of Congress will have the demand for this legislation pressed upon

him by a number of his immediate constituents, representing various commercial and producing interests, which will be far more effective than anything else that can be done in securing action on their part in the direction desired. It is only by concerted action of this kind that members of Congress can be brought to realize the extent of the demand for this legislation, and we must exert ourselves in every practical way, one and all, if we expect to secure its enactment. It must be borne in mind that the most systematic and persistent work is constantly being carried on by the railway interest to prevent any legislation that will in any way restrict its power to subject the people of the country to the continuous imposition of such charges for transportation service as it may see fit, and of such conditions as will relieve that interest from its common law liabilities in the performance of that service; and we must meet it with similar systematic and persistent work.

The presentation of a petition to Congress is only an initiatory step, and will be of little or no effect unless a direct effort is made by the individual petitioners to imbue the minds of their several Representatives in Congress with their desire for the relief petitioned for. Nor will any effort that may be made at Washington in behalf of the petitioners be of any avail unless their individual Representatives in Congress shall have first been impressed by them with their desire for such relief.

Hoping that the foregoing suggestions will be favorably considered and promptly acted upon by each organization to which this communication is addressed, I am,

Very truly yours,

E. P. BACON, *Chairman.*

PETITION TO CONGRESS RECOMMENDED BY INTER- STATE COMMERCE LAW CONVENTION

To the Congress of the United States:

The undersigned commercial, mercantile, manufacturing and agricultural organizations, embracing various branches of trade and industry throughout the United States, duly authorized delegates from which assembled in convention in the city of

St. Louis, Mo., on the 28th day of October, 1904, for the purpose of urging upon Congress the speedy enactment of such legislation as will afford relief from unjust discrimination in tariff rates established by the railway corporations of the country, resulting in undue preference and advantage to certain localities and sections and certain descriptions of traffic, and consequent undue prejudice and disadvantage to others; and will also provide effectual means of protection to the public from the imposition of unreasonable and oppressive charges for the performance of public service in the transportation of passengers and property as common carriers under franchises granted by the people; all of which is in violation of the Act to Regulate Commerce, approved February 4, 1887, the provisions of which, as interpreted by the Supreme Court of the United States, have proved ineffectual to prevent such violation;

Do hereby respectfully petition your honorable body to speedily enact such legislation as will ensure the enforcement of the primary requirement of the aforesaid act, namely that

"All charges for any service rendered or to be rendered in the transportation of passengers or property, or in connection therewith, or for the receiving, delivering, storage, or handling of such property, shall be reasonable and just."

And your petitioners further pray that this legislation be given the precedence over other pending legislation which its great public importance demands.

It is the sense of this convention that the Interstate Commerce Commission, created by the aforesaid act, "to execute and enforce the provisions of the act," should be invested with authority, upon full hearing of any formal complaint, to prescribe reasonable and equitable rates to be substituted by the carrier in place of those found to be unreasonable or discriminative; the order of the Commission in such case to become operative upon due notice to the carrier and so continue until set aside by the court of last resort, unless upon review in the Circuit Court of the United States it is found that such order clearly proceeds upon some error of law.

COMMUNICATION FROM THE CITIZENS' INDUSTRIAL
ASSOCIATION OF AMERICA

INDIANAPOLIS, IND., September 24, 1904.

Dear Sir—The Second Annual Convention of the Citizens' Industrial Association of America will be held in New York City, November 29th and 30th. Application for railroad rates has been made and the Manufacturers' Association of New York has appointed a local Committee on Arrangements and Entertainment. The preliminary details are well in hand and it now remains to arouse interest in the meeting and to secure as large an attendance as possible.

It has been determined by the officials of the Association to extend a general invitation to all organizations in sympathy with the cause of industrial freedom to send delegates to the convention, and it is Mr. Parry's earnest request that you co-operate in the work of making the convention a success. The common cause makes it imperative that the meeting be made impressive by its size and representative character. Mr. Parry asks me to urge you to take a personal interest in this gathering.

I shall be very glad if you will communicate with this office, offering any suggestions you may feel disposed to make, and also giving your opinion as to how many representatives your Association will send to the convention.

Judging from letters that reach this office, the indications point to a large and interesting meeting. The holding of the convention in New York City should be attractive to members of your Association, and since the meeting comes after the political campaign and immediately preceding the convening of Congress, it will certainly arouse much public interest. By co-operative effort on the part of the active officials of the various associations there will be no question as to the successful and profitable character of the gathering.

Hoping to hear from you, I am

Yours very truly,

EDWARD H. DAVIS, *Assistant Secretary.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard these various communications. Under the rules they will be referred to the Board of Control. The Secretary's report will also be referred to the Board of Control as usual. The next business will be the report of the Treasurer.

Treasurer Strong read the following report:

REPORT OF THE TREASURER

FOR THE YEAR ENDING NOVEMBER 14, 1904

RECEIPTS

Balance on hand as shown by last report...	\$ 5,313 15	
Initiation fees from 31 new members.....	310 00	
Dues collected from 231 active members....	11,500 00	
Dues collected from 184 associate members..	3,680 00	
Dues collected for last year.....	50 00	
Contributions from non-members.....	125 00	
Contributions from members.....	100 00	
Sales of Rebate Lists.....	1,180 80	
Interest on deposits.....	309 43	
	<hr/>	\$22,568 38

EXPENDITURES

General expenses	\$ 2,145 84	
Proprietary Committee	17,315 33	
Committee on Suits	500 30	
Committee on Paris Green.....	6 20	
Committee on Legislation.....	112 58	
Committee on Membership.....	31 98	
Committee on Passenger Rates and Routes..	20 93	
Publication of new Rebate Lists.....	1,008 09	
	<hr/>	\$21,141 25

Balance on hand, for which find check here-
with \$1,427 13

Respectfully submitted, with vouchers for all expenditures,
S. E. STRONG, *Treasurer*.

MR. J. C. ELIEL: I move that the report of the Treasurer be referred to an Auditing Committee of three members.

AUDITING COMMITTEE ON TREASURER'S REPORT

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Treasurer. It does not require a special motion to refer this report to an Auditing Committee, as that is covered by the Constitution and By-Laws. The Chair will appoint as such Auditing Committee:

James E. Davis, of Detroit.

Charles W. Snow, of Syracuse.

Thomas E. Shoemaker, of Philadelphia.

In this connection I desire to say that at our last annual meeting, held in Boston, a special Committee on Finance was appointed, of which our Treasurer, Mr. Strong, is Chairman. I suggest it would be quite proper for us to have the report of that Committee at this time.

MR. S. E. STRONG: Mr. President and Gentlemen, I knew you would be so anxious to have this report that I have had it printed and copies are here. At the last meeting I suggested that we should endeavor to get our finances on some firm basis so that when we needed money, instead of making an assessment, the Treasurer could call on the members for funds. The report is as follows:

REPORT OF SPECIAL COMMITTEE ON FINANCE

At the meeting of the National Wholesale Druggists' Association, September 7, 1903, your Treasurer urged that some action be taken that would place the Association on a more substantial financial basis and that provision be made for further funds when needed. As a result of this recommendation, your President appointed the gentlemen named below as a Special Committee on Finance.

The majority of our members appreciate the valuable work which is being carried on by this Association, and know that this work means the maintenance of the rebate plan, which we are getting at a very moderate expense, and can well afford to subscribe more liberally, and as suggested by ex-President Hover, charge the expense to insurance account, as the dues and subscriptions which the members are paying into the treasury are in the nature of premiums, affording the members insurance on the profits of half their sales. Without the Association, it would be impossible to maintain the present basis for the sale of proprietary goods.

After careful consideration of the question we have concluded a further increase of dues unwise, and frequent assessments unsatisfactory, therefore offer the following plan as the only practical solution of the question of providing further funds when needed. •

L. B. HALL.
W. J. WALKER.
JOHN N. CAREY.
C. F. SHOEMAKER.
S. E. STRONG, *Chairman*.

Then follows this pledge:

We, the undersigned, members of the National Wholesale Druggists' Association, knowing that the regular income is frequently insufficient to meet the obligations of the Association, hereby agree to pay annually, if necessary, at the call of the Treasurer, such an amount as is necessary to make up the deficit, proportionately

with the other signers of similar agreement. The maximum amount for which we agree to obligate ourselves annually, in addition to the regular dues, is herein stated.

Name

Address

Amount, \$. Date

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Special Committee on Finance, appointed at the last meeting. The usual course, as you know, is to refer all reports to the Board of Control. I think it proper to say a few words in regard to the absence of the Chairman of the Board, Mr. Lucien B. Hall, who has always been most faithful in his attendance at the meetings of the Association and in fulfilling the requirements of his official position. I am sure I express the sentiments of the Association when I say that we shall miss him greatly. The Acting Chairman of the Board of Control is Mr. H. W. Evans, of Kansas City, and I therefore refer this report to the Board of Control under his Chairmanship, with a request that prompt action be taken in the matter.

REPORT OF BOARD OF CONTROL ON REPORT OF SPECIAL COMMITTEE ON FINANCE

MR. H. W. EVANS: Acting as Chairman of the Board of Control, I will state that we have carefully considered the report of the Special Committee on Finance, and we are pleased to say that we are in accord with their views and indorse their plan.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Special Committee on Finance and also the report of the Board of Control referring thereto. What action do you desire to take in connection with the report?

MR. M. N. KLINE: I move the adoption of the report of the Special Committee on Finance. (Motion carried.)

MR. M. N. KLINE:—In that connection, Mr. President, it may be as well to remind the members that as Chairman of the Committee on Suits I still have pledges from nearly all the members to contribute to the expenses incident to the Committee on Suits; but it seems to me that the pledges contemplated in the action just taken should take the place of any previous pledges. If that is the wish of the Association, when assurance comes to the Chairman of the Committee on Suits that sufficient pledges have been obtained to meet the necessity of the case, I will return the pledges which I hold, and which were given to me at the Richmond meeting in 1897. The pledges are mostly for one hundred dollars and I am not sure whether two twenty-five dollar assessments have been made, or only one such assessment; I am certain there have not been over two, so that fifty dollars is still payable on the pledges. Since these pledges were given there have been many changes in the membership, and it seems to me the thing to do would be to have the new pledges take the place of all others. If that is the desire of the Association, as soon as I am

notified by the Treasurer that enough pledges have been obtained to provide for such contingencies as are contemplated, I will return to all the members the unredeemed part of their pledges which I hold.

MR. T. F. MAIN, New York—I move that Mr. Kline be instructed to return the pledges which he now has, upon assurance from the Treasurer that sufficient new pledges have been secured to meet the requirements of the situation.

PRESIDENT SHOEMAKER: It is moved and seconded that the Chairman of the Committee on Suits be authorized to return to the signers all pledges given at the Richmond meeting in 1897, as soon as the pledges provided under the plan which has been adopted today shall have been received in sufficient quantity to make it safe to do so. (Carried.)

On motion the meeting adjourned until 2:30 o'clock.

SECOND SESSION

TUESDAY AFTERNOON, NOVEMBER 15.

President Shoemaker called the meeting to order at 2:30 o'clock, and Secretary Toms read the minutes of the morning session.

PRESIDENT SHOEMAKER: Unless objection is made, the minutes of the last session will stand approved.

I now wish to state that it has been customary in this Association to appoint a special hour for the consideration of the report of the Proprietary Committee,

that being our most important Committee. It has generally been thought desirable to name a time for its consideration, and give sufficient notice of that hour, so that a large number of our members may be present. I therefore wish to say that the report of the Proprietary Committee will be made the special order of business for Wednesday morning at 10:00 o'clock.

We will now proceed with the regular order of business, which will be the reports of Standing Committees.

The first of these reports is that of the Committee on Adulterations, of which Mr. William P. Ritchey, of New York, is the Chairman.

Mr. Ritchey presented the following report:

REPORT OF COMMITTEE ON ADULTERATIONS

Mr. President and Gentlemen:

In submitting this report on adulterations for 1904, it will be simply going over a subject that has been very ably reviewed in many previous reports. The subject, however, is one of vital importance to the drug trade as well as the public in general. Many remedies have been suggested from time to time, but no radical action has been taken. Legislation has accomplished very little, and any action in this respect should be absolutely independent of any pure food bill. The true remedy would seem to be in concerted action on the part of all interested, especially by this Association.

A more careful examination of all drugs and chemicals by the wholesale houses would be a long step toward the desired end. Customs examinations should be more thorough on imported goods and where adulterations are detected the goods confiscated.

A good work on the subject of adulterations giving tests for identity and impurities, with a list of drugs and chemicals usually adulterated and their adulterants, would be a valuable ad-

junct which would be appreciated by the drug trade in general.

Essential oils come in for a large share of condemnation, but all reputable houses today are striving for a higher standard for their products than ever before, and it is not very difficult to obtain oils of absolute purity if one will but pay a fairly reasonable price consistent with a fair profit to the manufacturer.

Adulteration in natural products or organic drugs does exist, but is generally due to foreign manipulation.

Each year brings forth some new feature in the form of an adulterant, so that constant study is necessary to convert to immediate profit all information on the subject, and while the yearly report may be to many rather wearisome it should contain something that may be of benefit to the Association.

The subject of adulterations has been so exhaustively treated by our able predecessors that it would appear to be plagiarism to further comment upon the subject.

A few cases that have come under our observation, however, may be an interesting addition to the long list already enumerated.

A number of specimens of crude drugs and chemicals of all sorts have been carefully examined during the year, and we are pleased to say that few articles merit criticism.

Balsam copaiba continues to be one of the articles manipulators pay great attention to, and of twelve samples tested all but two were impure; several were largely adulterated with rosin, others containing fatty oils and Gurjon balsam.

Buyers of rhubarb root should be put on the alert to detect an Austrian root that closely resembles prime Shensi, being very cheap in price; it is being mixed with the Shensi. A quick way of detecting the spurious root is by breaking and weighing the pieces, as the Austrian root is much lighter than the Shensi and has neither the red fracture nor the pungent odor of the genuine rhubarb.

In the examination of vanillin, coumarin and antipyrin look for acetanilid.

In oil bay and cloves look for coryophyllene, a by-product in the manufacture of eugenol.

In oil caraway, nutmeg and coriander, for terebine.

In oils peppermint, spearmint and tansy, for dementholized oil of peppermint.

In oil bay and bergamot, for castor oil.

In balsam Peru for oil copavia.

In cocoa butter, for stearic acid.

In powdered guarana, for kola nut.

In powdered gum tragacanth, for salep root.

In Spanish saffron, for marigold flowers colored red.

In extract witch hazel, with formaldehyde or wood alcohol instead of the proper percentage of grain alcohol.

Caramel made with glucose instead of cane sugar.

Respectfully submitted,

WM. P. RITCHEY, *Chairman.*

PRESIDENT SHOEMAKER: You have heard the report of the Committee on Adulterations, which will take the usual course and be referred to the Board of Control.

The next business will be the report of the regular Committee on Commercial Travelers, of which Mr. Charles H. Talcott, of Hartford, Conn., is Chairman. I understand that this report is in the hands of the Board of Control and we will pass it for the present.

The next report is that of the Committee on Credits and Collections, Mr. W. A. Hover, of Denver, Colo., Chairman.

Mr. Hover presented the following report:

REPORT OF COMMITTEE ON CREDITS AND COLLECTIONS

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

Your Committee has had to deal with the subject matter of this report for so many years that they find it exceedingly difficult to

present any new features or to discuss the older topics under consideration from one point of view without more or less repetition and a tendency to become, to say the least, a trifle monotonous.

Radical changes in the conduct of business affairs are evolutionary in character, and the influence of our several committees can be exerted along reasonable lines only, and no action that they or the Association may take will force the situation or anticipate the will of our membership as a whole. Ideas can be molded and forces set to work along proper lines, but time is required to bring about the ultimate end to be desired; therefore, in presenting from year to year a report upon such subjects as the bankruptcy law, credit insurance, uniform terms, etc., the Committee can only make annual announcements to the Association of such changes in sentiment as may have taken place during the current year--on topics under consideration--or the experience of our members in putting into practice such ideas as may have been advanced and adopted or made necessary by existing laws.

In general, trade conditions during the past year have been favorable to an unusual degree. The effect of the financial disturbances of 1902-3 were not apparent, and the solid basis of our financial and mercantile institutions has been demonstrated beyond question or doubt. There have been a less number of failures during the first six months of the year 1904 than for any like period during the past five years. The failures of drug, chemical and paint houses for the first six months of this year aggregated \$247,804 only, as against \$1,334,378 for the same period of the year 1901, and \$375,953 for the like period of 1900; the highest and lowest liabilities of the previous four years.

It is interesting to note that while the failures in drug and allied lines were less in amount for the first six months of the current year than for any similar period during the past five years, the total of mercantile failures was greater, aggregating for the first six months of this year \$20,755,846, as against \$19,618,560, and \$15,107,530, the highest and lowest amounts of the preceding five years.

As a rule, reports of trade conditions from all sections of the country are extremely encouraging. From the Pacific Northwest prospects for fall and winter trade are said to be good, and prospects for the coming year favorable and equal to anything for the past five years. Sections of that territory have suffered somewhat from a temporary depression caused by stagnation in the lumber industry, but conditions in this respect are improving and collections are reported to be fairly good.

The middle west has been favored with good crops and fair prices.

In the central States conditions for the first half of the year were exceptionally good, followed, however, by a falling off in business during the midsummer months, but with a satisfactory fall trade and prospects excellent for the balance of the year. Collections average even better than in former years.

Iron and steel manufacturing centers have suffered to some extent incident to the natural depression which followed the falling off in demand and price of these commodities.

Prevailing conditions in the South seem to be very favorable for the coming year. Cotton and other crops are reported good, with fair prices obtaining.

It therefore can be said on the whole that we have every reason to look forward to the continuation of present favorable trade conditions. The Presidential election is over; the policies of the last administration have been sustained, and there are no uncertainties which a change of administration and policy might have brought about.

THE BANKRUPTCY LAW.

While the bankruptcy law in its present amended form is somewhat more satisfactory than as originally adopted, it is still a very expensive method of distributing the assets of an insolvent concern. The settlement of estates through the bankruptcy courts, is, to the debtor, extremely unsatisfactory, and we can do no better than to quote from a communication received from a member of our committee referring to one of the difficulties involved:

"The principal difficulty with the law as at present is in the disposition of same by the referee. It is generally conceded that not enough time and work are put upon bankruptcy matters. That in many cases the bankrupt does not give up and is not required to give up, and often he succeeds in secreting a large portion of his property. If we could be assured that the work of the referee would be more thorough, the bankruptcy law would have power to bring about much good in the administration of credits."

Another very great trouble in the minds of your Committee in the administration of the bankruptcy law is the difficulty in obtaining the appointment of good trustees. The success in winding up the affairs of bankrupt estates, especially where stocks of merchandise are involved, depends almost entirely upon the ability of the trustee in handling to the best advantage such assets for the benefit of the creditors. The difficulties brought about by these conditions appealed very strongly to the members of the Denver Credit Men's Association, and, to a considerable extent, have been solved by this association by the formation of what is known as an "Adjustment Bureau." This bureau was established in the early part of the current year with a committee from the Association in charge, and has since that time up to October 1 dealt with twenty-three cases, involving a cash settlement of \$30,498.67, with liabilities of \$58,498.87, and an estimated saving to the various creditors interested of something like \$11,346 over bankruptcy proceedings.

In these settlements the average percentage of dividends declared was 53.7 per cent., the highest being 100 per cent., of which there were four. One at 89 per cent., one at 88 per cent., one at 78 per cent., one at 60 per cent., one at 50 per cent., one at 45 per cent., two at 40 per cent., one at 30 per cent., three at 25 per cent., two at 20 per cent., one at 15 per cent. and one at 10 per cent. Compare these percentages with the percentages obtained from bankruptcy proceedings, and you will at once recognize the value of a bureau of this character in the settlement of insolvent estates.

The bureau has at its disposal a man experienced in mercantile affairs, who gives up his entire time and who acts as the creditors' trustee. The object of the bureau is to conserve the

assets of the bankrupt estate for the benefit of the creditors, thereby avoiding expensive court proceedings and the expense of court officers. If necessary the business is conducted by the trustee until same can be disposed of in part or as a whole. The result is a minimum shrinkage of assets and maximum dividends to the creditors.

The establishing of a bureau of this character is entirely practical in all of our large centers. The expense of maintaining same is comparatively small when the results attained are taken into consideration, and it is to be recommended as a solution of the more expensive and unsatisfactory results of court proceedings.

THE CREDIT MAN AND THE TRAVELER.

In insuring a building or a stock of merchandise, the rate of insurance is based, first upon the physical risk, and second upon the moral risk. Upon the physical risk all that pertains to the general nature of the risk is taken into consideration; the exposure on all sides, character of building, kind and condition of stock, order and system, cleanliness, interior and exterior appliances for controlling and putting out fires, etc. With these advantages the risk commands a correspondingly low rate. If, on the other hand, the risk is badly located, illy provided with appliances for handling fires, disorder and dirt prevailing, the risk is greater and the rate correspondingly higher. What is true of a mercantile risk from an insurance company's standpoint is also true of the same risk from a credit man's point of view. Our mercantile agency reports are very deficient in this class of information, and it can hardly be otherwise, inasmuch as these reports are for the most part written up and prepared by correspondents who are not cognizant of, and who do not appreciate the value of such information; the credit man, however, has at his disposition in the traveling man an agency whereby these data can readily be secured. It is simply a question of a closer relationship between the credit man and the traveling man. The credit department should be in as close touch with the house's representatives on the road as is the manager of the sales department. From the salesman the credit man can secure much information that cannot be ob-

tained through the usual channels. Special instructions to the traveling man will bring forth information concerning the method and conduct of business pursued by the customer. The care which he exercises in the handling and the keeping in good condition of his stock of merchandise, the condition of his cellar or basement, of his back room, of the space behind his counters, and the general care which he exercises in the conduct of his business. The traveling man is oftentimes much better advised as to the character and habits of his customer than agency reporters, and can oftentimes give much personal information that cannot be obtained from agency reports. Knowledge of this kind is quite as essential in properly determining a credit risk as is a financial statement obtained from the customer direct, or through the medium of one of the mercantile agencies.

The Committee would, therefore, recommend the more general use by the credit man of house representatives for the purpose of securing information along lines not usually furnished by mercantile agencies, but which is quite as necessary in forming a proper estimate of the credit risk under consideration as the financial statement upon which such credit is usually based.

CREDIT INSURANCE.

Your Committee for the past five years has in its reports devoted considerable time and space in the investigation of credit insurance, particularly in its application to the character of accounts with which the wholesale druggist has to do. As a result of much detailed information which has been accumulated, your Committee at this time is prepared to make the statement that the average wholesale druggist is not benefited by carrying indemnity policies on his excessive losses.

Although the features of credit indemnity insurance have been ably presented to the wholesale drug trade by the several underwriters having to do with this class of insurance for many years, substantial recognition on the part of the wholesale druggist has not been secured. On the contrary the general trend of information based upon such experience as the Committee has been able to accumulate, is unfavorable to this class of indemnity. At

the present time out of 135 members who replied to inquiries submitted by this Committee, but 46 have ever carried or had any experience with indemnity insurance. Of the 46 in question, 21 have allowed their policies to lapse, and of the 25 policies now in force the holders in many cases have stated that they do not expect to renew on expiration. Eighteen of the 46 express themselves as being dissatisfied either with their experiment or in the settlements made by the underwriting companies. Eight policies of the 25 that are now in force have not been carried long enough for the holders to determine results.

The following extracts from letters received from well-known wholesalers may be of value to those of you who have never carried credit indemnity insurance, but who may in the future be inclined to give the matter some consideration.

A prominent wholesaler on the Missouri river writes:

"We did carry insurance for one year, but our losses did not reach the limit of the policy, and although we were solicited to take another policy by two or three different companies, we could not see that it would be of advantage to us. One objection that we had to it was that in order to protect the credits for one year it was necessary to renew the policy the following year and keep it up."

A Western wholesaler writes as follows:

"Regarding credit insurance, will say that we carried same one year, after which we dropped it, as we determined that same was not a success in the jobbing drug business, principally for the reason that we have too many unrated risks. During the year that we carried this insurance our losses were fully three times our average loss, but still, owing to the restrictions provided in the policy, we were unable to collect anything, and for this reason we consider credit insurance, as written, entirely worthless to the jobbing druggist."

A Southern drug house writes:

"In reply to your question regarding credit liability insurance, we beg to state that we have carried this insurance for the past three years, but we intend to discontinue it when our present policy expires. We have never yet claimed any indemnity under our policy, but we realize that if we should make such a claim

our rate could at once be advanced so that we would probably be required to pay back the amount of the indemnity within the next year or two. The business of the average jobbing house is usually localized, thereby enabling the proprietors to be more or less acquainted with their customers. Credit insurance may be a good thing for the manufacturers, who are constantly seeking new and distant trade, and whose accounts are widely scattered, but in our judgment, it is needless expense to the average wholesale house and is not to be recommended to such."

Another Southern jobber replies:

"We notice your remarks and your question in regard to credit insurance. Replying to this question we beg to advise that we have carried credit insurance and we now have a policy in force. Answering your third question in regard to the results of our experiences we beg to advise that our experience has not been at all satisfactory and we intend to drop credit insurance as soon as our present policy expires, as it has not been satisfactory with us in any way."

Another house writes:

"We have insured our credits now for three years, that is, to January 1st, next, will be the end of the third year. Unless we get a much more favorable rate, as we get into this sort of thing only to win, we expect to discontinue this form of insurance. Our experience is that there is nothing in it, for the reason that they will not consent to make a rate that gives you much protection, if any."

A prominent wholesaler in New England writes:

"The value of credit insurance depends entirely upon whether your losses are from those parties who carry the highest ratings, or from those parties who carry low ratings, on which the liability company only allows 75 per cent of the claim, and our experience has been that our claims have most all been among the lower credit customers, consequently only 75 per cent. of the loss is allowed by the insurance company. If our minimum loss, which is borne by ourselves, is based on an average loss on five years' business, and this loss, of course, has been put on our books at 100 per cent. in each case, you can see that the minimum which the insured has to stand is too high; that is, if our average loss

for five years has been \$1,500, and it has been mostly among the non-rated parties, it would take a \$2,000 loss reckoned at 75 per cent. to amount to the \$1,500, consequently the insurance company would have nothing to pay us unless our loss is almost 33 per cent. above our average.

"The only chance for us to obtain a payment from the insurance company would be when our losses were among the best class, that is, full rated parties on which we could obtain 100 per cent. credit for loss. Also by the limitation of the total of the losses of those low rated parties, the utmost we could obtain would be probably only \$500 or \$600, so that we consider now that we are paying the insurance company too much for the risk, and we shall not probably carry credit insurance any longer unless they will make a considerable reduction in their conditions."

A Western wholesaler says:

"The credit insurance is always based on the total annual sales, and in figuring these, all the cash sales are included, so that on these two points the credit insurance company has a big advantage at the start, and by their peculiar method of figuring adjustments of losses, we believe that the policy holder will find they are figured out of a large part of what is left. For this reason and other reasons we have concluded to drop our credit insurance."

Another prominent Western jobber states:

"As to credit insurance, we have tried this a couple of times with unsatisfactory results. We cannot see how any house that is careful can invest in it, as long as past experience is taken as a basis, with any hope of securing any returns."

Another Western druggist states:

"Regarding credit insurance, while we have carried a policy for the past three years, we have not as yet been compelled to call upon the company for an adjustment, and cannot, in consequence, give very much information in regard to it. We will be inclined, however, to discontinue it."

The above are fair samples of a considerable number of letters received from members who entered into more or less detail in their replies to this question.

In this connection it is only fair to quote such communications

as came into the hands of our Committee that were at all favorable, and of such there were only four.

An Eastern wholesaler writes:

"In regard to credit insurance we are now on our fourth year. Last year our losses were a little unusual, and we received a little check from the insurance company. With that exception, our losses have not been enough to ask for anything from them, but it strikes us favorably. It is the unexpected that often happens, and we believe it good judgment to insure our credit as well as our stock of goods."

A Southern jobber states:

"It is customary with us to insure our credits, and we carry a policy at the present time. The result of our experience with this class of insurance has been fairly satisfactory."

A far Western jobber writes:

"Regarding insurance liability, we beg to answer your question that we have insured our credits for three years, and are now carrying an indemnity bond, and we have no hesitation in saying that up to the present time our experience has been satisfactory for the reason that it fixes the limit of our loss and gives us a moral support in extending credit to a certain class of risks which would not be otherwise taken."

The most favorable communication received by the Committee emanated from the credit department of a prominent New England drug house, and is as follows:

"We are carrying a credit insurance policy now for the third year. During the year 1902 we paid our premium, and at the end of the year made an adjustment with the company by which they paid us back, for excess losses, about 18 per cent. of our premium. The settlement we made with the company was perfectly satisfactory to us, inasmuch as it was settled promptly and exactly as per terms of contract. We had no difficulty with the adjuster, and considered him perfectly fair to us, as well as to his company in his decision. We are again carrying credit insurance this year, but doubt if we shall have any claim to make unless our losses during the next two months are larger than they have been so far this year. I believe in the wisdom of carrying credit insurance if the initial loss, or known loss, as it is called, is small

enough to make it an object. I feel sure that over a period of years, say ten, the average loss in the drug business in New England, would be more than the loss we stand ourselves. Of course, there is a limit to the amount which credit companies will cover on unrated people, but this must be for their own protection, otherwise the insured, if so disposed, could give credit in large amounts in places where such credit would not be warranted."

These are the only letters received that could be construed as at all favorable to credit insurance, and they are rather negative in character than otherwise.

After several years of careful investigation, your Committee, we think, can fairly and conservatively report that credit insurance as applied to the relatively small and widely scattered risks of the average wholesale druggist is not a desirable or necessary factor in the conduct of his business, and would recommend to members who are solicited by representatives of the several indemnity companies a careful perusal of the reports of this Committee during the past five years.

UNIFORM TERMS AND DISCOUNTS.

This subject is by far the most important of the several topics with which the Committee on Credits and Collections have had to do since the organization of this Association. Thus far the reports have been in character largely of experience and progress. Persistency and continual hammering will eventually bring about the end to be desired for the reason that it is right in harmony with good business principles and practice.

The work of the Committee this year has been favorable in character, as will later be noted, and we hope that ere long it will be the good fortune of the Committee then in charge of the subject to announce the success of the agitation commenced many years ago.

The general disposition of sellers upon whom the wholesale druggist is dependent to reduce their terms both as to time and discount, is persistent. The increase in operating expenses without a corresponding increase in profits or sales, and the knowl-

edge that all hope of securing returns from boxing and cartage is absolutely gone, forces the wholesale trade almost without exception to take the position that they must ultimately look to a reduction in the time of billing goods and to a reduction of discounts allowed. With an abundance of cheap money in circulation present discounts are not consistent with good commercial practice. Formerly manufacturers who supplied us with our drugs and chemicals were liberal both as to time and discounts; a few years ago their terms were cut in half. It has only been within the past few months that glass manufacturers have reduced one-half the discounts on the products of their furnaces. Examine your pharmaceutical bills and you will find that the major part of your purchases from pharmaceutical houses consist of Part II goods, 30 days and 1 per cent. Bills from your broker are, for the most part, net, and never exceed 1 per cent. Outside of proprietary articles, a portion only of the cash discount on which constitutes your sole net profit, your purchases have during the past few years been gradually coming down to a cash basis, and while your present terms, established years since, were formerly in harmony with then existing conditions, they are inconsistent with the present.

The Western and Southern jobbers, whether selling goods at 60 days and $1\frac{1}{2}$ per cent. or 2 per cent. for cash, are placed at a great disadvantage as compared with their Eastern competitors. The terms established in territory east of the Alleghany mountains and in limited sections of northern Ohio and Pennsylvania are for the most part, and have been for many years, 30 days and 1 per cent. Sixty days and $1\frac{1}{2}$ or 2 per cent. means nearly twice the volume of outstanding accounts with a corresponding doubling of risk, and a very considerable drain on the net profits in the shape of additional cash discounts. In the Northern States there is every reason why the putting into effect of the proposed terms and discounts is based upon good business principles, and no argument has yet been advanced except the feeling on the part of some houses that their competitors will not honestly put into effect the terms of their agreement.

In the Southern States the conditions, as are well known, are somewhat different, and although the jobbers in that territory are

gradually coming to it and the majority are enthusiastically in favor of a reduction in time and discounts, the requirements of the trade in that section are of such a character that perhaps would not warrant a change to the degree that could be undertaken and maintained in the North.

Five years ago the jobbers on the coast did not consider it possible to make any change in then existing terms, which were 60 days and 2 per cent. Three years ago they reduced their discounts without attending difficulty, and now favor a further reduction in both time and discount and are preparing to unite with the rest on 30 days and 1 per cent.

We beg to quote from a communication received from the Secretary of the Pacific Drug Exchange:

"While California druggists would be reluctant to attempt a further reduction in discounts of their own volition, yet should it be a universal movement to do so, they would certainly join in the good work."

We also want to quote from communications received from the secretaries of several drug clubs, the membership of which constitutes for the most part the membership of our National Association:

The Secretary of the Mississippi Valley Drug Club states "that at the last meeting of that club, at Chicago, during the month of September, the question of 30 days and 1 per cent. came up for discussion, and that while all the members of that club were not present, there were no objections from those who were present, and the sentiment there seemed to be unhesitatingly that whenever you are ready we are with you."

The Secretary of the South Atlantic Drug Club writes "that while present terms in territory covered by the South Atlantic Drug Club are 60 days less 2 per cent., to, there is a very strong disposition on the part of our members to reduce same to 30 days and 1 per cent. It is my opinion that the members of the club would co-operate in bringing about such a discount."

The J. S. C., representing the jobbers on the Missouri river, Oklahoma and Colorado jobbers are repeatedly on record as favoring 1 per cent. and 30 days.

In Virginia and West Virginia a somewhat different condition prevails, the trade on proprietary articles in that section is more or less divided with wholesale grocers, and it would be a very difficult matter for the wholesale druggist to adopt terms in that section different from those prevailing in the wholesale grocery trade.

The jobbers of Chicago, who occupy a very influential and determining position as distributors, for many years expressed great reluctance and in some instances refused to co-operate in bringing about this reform. Your Committee now has assurances that Chicago houses are united on this question provided such modification of terms and discounts can be made general, and of course that is the end to which we have been striving. St. Louis, up to this year, has also been divided on this question. We also have assurances from St. Louis that the distributors in this most important drug market will not stand in the way of bringing about the results to be desired.

The greatest difficulty that now confronts the Committee in dealing with this question is in the territory covered by the O., K. & I. Drug Exchange. This territory is so located that it overlaps adjoining territory, in which three sets of discounts are prevalent, and as a consequence some of the jobbers, members of this exchange, write that they are obliged to give three sets of terms—30 days and 1 per cent., 60 days and 1½ per cent., and 60 days and 2 per cent.

The disposition in this territory for a long time has been to get on a 30 day and 1 per cent. basis, and if the membership of the O., K. & I. Exchange will now come together and with the co-operation of the Chicago jobbers agree to reduce their terms and discounts to 30 days and 1 per cent., the National Association would then be able to take such action as might be necessary to bring about a general recognition of these terms in all territory from the Atlantic seaboard to the Mississippi river, north of the Ohio river, and in all territory west of the Mississippi river with the possible exception of Arkansas, Louisiana, and possibly Texas. There is no good reason why the Ohio river or the line between Kentucky and Tennessee could not be the dividing line between the North and South. The North leads the South on

this movement several years, and there is no substantial reason why the jobbers in the North should defer action on account of the unpreparedness of the Southern jobbers to meet the issue at this time.

Only a partial canvass was made by your Committee this year to determine the prevailing sentiment among the wholesale trade in the matter of reducing time and discounts. The canvass was confined entirely to the members of our Association, 179 in number, and replies were received from 130. Of these replies, 93 were from Northern States, of which 91 were favorable, two only being opposed to the change, one of whom is on record as stating that he would not ultimately stand in the way of bringing about the desired result. The other house is opposed to the change owing to Cincinnati competition, although the other Cincinnati houses are ready to participate in such a move.

From the Southern States 37 replies were received, of which 33 were favorable, and of the four unfavorable one is on record as stating that they would not stand in the way if their name was necessary to bring about the result.

The opposition in the South is practically centered where it was at the time the canvass was made in 1902, when 63 jobbers signed cards favoring the proposed change and eight only opposed. Aside from the two houses mentioned, all the large distributors in the South are on record as favoring and becoming a party to the change.

One of the principal jobbers in this section, after reciting the obstacles in the way of bringing about the proposed reform, states:

"I am perfectly ready and willing to make the attempt, and should the jobbers throughout the country maintain the 30 day limit as proper and practicable, I will join heartily in any movement which may assist to establish it. At the present time our quoted terms are anywhere from 60 days to four months, with the privilege of 2 per cent. discount for cash; the latter being strictly maintained."

One of the largest jobbers in the South, who is rated at a half million and over, says:

"In response to your circular we beg to advise that we approve

of the establishment of 30 day terms, with 1 per cent. for cash in ten days, to apply to drugs and proprietary articles."

The following are from Southern houses who are exclusively wholesale and who are rated at one hundred thousand and more:

"Replying to your circular letter of recent date will say that we would gladly adopt 30 days and 1 per cent. for cash in 10 days, if all our competitors would do the same. We think this would be an improvement in the right direction."

"Replying to your favor of the 9th with reference to topics suggested for discussion at the next annual meeting of the Association, beg to say that I should like to see the wholesale druggist adopt uniform terms, and favor 1 per cent., 10 days or 30 days net. A large majority of the retail druggists can pay their bills in 30 as well as 60 or 90 days. Especially is this true of the trade in the larger towns and cities. The trade in the smaller centers who cater to a carrying, or credit business, and who may not have sufficient capital to operate on, should resort to their local banks for assistance. The banks are there for this purpose, and no doubt would be glad to extend them reasonable accommodations. The profits in the wholesale drug business have been reduced to that point where it will not justify us in carrying this line of trade. Moreover I think the adoption of the above terms would prove mutually advantageous to both retailer and wholesaler, as it would necessarily lead the former to do a more conservative business, and enable the latter to carry their accounts much more economically."

This from a Southern drug house which is rated at \$200,000.

Another house located in territory far distant from the last house quoted writes:

"Beg to advise that we would be perfectly willing to abide by the agreement to limit our terms and discounts to 30 days and 1 per cent. for cash if this schedule would be unanimously adopted and lived up to by all wholesale druggists doing business in our section. We would be very glad indeed to put this rule into operation if we could get all our competitors to do likewise."

Another house in the same section writes:

"Our firm would be glad to see a change in terms and dis-

counts to 30 days and 1 per cent. for cash, 10 days, provided all trade in this section were willing to the agreement."

One of the jobbers of the Mississippi River, who has large Southern trade, writes:

"We believe that it would be better for all parties when the time comes, that the time upon which goods are sold will be shortened down to the minimum; profits may not be quite so large, but we believe the result will be more satisfactory. No argument is needed further than that the jobbers buy most of their goods on 30 days and the greater part of their sales are for 60 days."

Another prominent Southern jobber, who is rated at two hundred thousand writes:

"In reply to your circular letter concerning recommendation of Committee on Credits and Collections, it is our pleasure to advise that we will be perfectly willing to enter into an agreement to modify terms and discounts on drugs and proprietary articles upon the basis which you have suggested."

A Kentucky jobber, rated equally high, writes:

"It has always seemed to me that we should at least have uniform terms, that ought to be 30 days. This would not prevent our friends in the far South giving as much time as is necessary, but it would require a settlement in 30 days and enable those who gave the extension to collect interest for the given time. This point if properly explained might be settled at the New Orleans meeting. Uniform terms would make a wonderful difference in the amount of capital required to run a business."

Your Committee is in receipt of many communications from Southern jobbers equally as favorable as the ones recited above, but has seen fit to quote from a few only, who by reason of their controlling influence in the Southern trade are of particular value in determining ultimate action.

In view of the almost unanimous expressions received favorable to the proposed change, your Committee would recommend as the next important step in this direction, that a meeting of the O., K. & I. be called at as early a date as practicable, including representatives of the Chicago houses, who are now all on record as being willing to become parties to a general agreement to reduce time and discounts, provided the National Association, by

unanimous vote, declares in favor of same. As a result of such meeting, if the members doing business in this territory will agree to adjust their terms accordingly, another year will in all probability secure the general adoption of uniform terms and discounts throughout Northern territory, from the Atlantic seaboard to the Mississippi River, north of the Ohio River and west of the Mississippi River, with the possible exception of Louisiana, Arkansas and Texas. As before stated, the North is several years in advance of the South, but eventually the prevailing sentiment of the South as it now exists will bring about like action before long.

Some months ago a prominent Western jobber called the attention of the Committee to the fact that in order to meet competition they were obliged to allow their trade in the Pacific Northwest territory 2 per cent. cash 10 days and desired the assistance of the Committee in bringing about if possible a reduction in cash discount in that section to $1\frac{1}{2}$ per cent., the prevailing rate in contiguous territory. What at first seemed like an easy problem later developed into a question of considerable magnitude, inasmuch as the diversity of interests involved in the territory in question made necessary a great deal of correspondence, there being something like 30 houses affected with conflicting individual interests. Within the last few days promises of such character have been given the Committee that they now feel assured in announcing that on January 1, 1905, the date on which the new agreement becomes effective, in Washington, Oregon, Idaho and Montana, discounts will be reduced to $1\frac{1}{2}$ per cent. instead of 2 per cent., as heretofore.

While this is not as satisfactory as 30 days and 1 per cent., it is a step in the right direction and makes easier universal adoption of the terms ultimately to be desired.

Respectfully submitted,

W. A. HOVER, *Chairman.*

During the reading of the report Mr. Hover said: In connection with the report on credit insurance, I wish to say that there is in attendance at this meeting

a representative of the American Credit Indemnity Company of New York, Mr. W. E. Schweppe. He has requested the privilege of the floor for about ten or fifteen minutes, upon the completion of this report, that he may speak to you on some of the general features of credit insurance. He says that he will not occupy more than ten or fifteen minutes of your time, and after the reading of this report I will move that the privilege of the floor be extended to Mr. Schweppe.

At the conclusion of the report Mr. Hover said: I have to say, as Chairman of the Committee, that since this report was written conditions have entirely changed. The Committee, after five years of correspondence and effort, with the various sections of territory, have been unable to accomplish what has been accomplished during the last day or two, since we have been at New Orleans; and I know of no better illustration of the value of organization, especially local organizations, in the bringing together of individual jobbers than is instanced by the results of the meetings which have been held the last few days by the Southern Drug Club, and by this meeting which is now in session.

As stated in this report the key to the situation, so far as the South is concerned, is in the membership of the Southern Drug Club. A number of the influential members of that club have long been opposed to the adoption of uniform terms and discounts. No amount of correspondence and no argument that could be used were effective to bring about a change of opinion. At a meeting of the Southern Drug Club held yesterday, ten minutes sufficed to bring into line

the two jobbers who are instanced in this report as having opposed the proposed change, and the Southern Drug Club, representing all the jobbing interests from Memphis to New Orleans, including St. Louis, are now on record as favoring the proposed terms. The Southern Drug Club yesterday passed the following resolution :

“Resolved, That the conditions of trade and traffic have so changed in late years that it seems unbusinesslike and unreasonable to maintain the terms and discounts heretofore existing with our trade, and we approve the resolution of the National Wholesale Druggists' Association, recommending the adoption of 30 days' time on drugs and patent medicines or 1 per cent. discount for cash in 10 days.”

This resolution passed the Southern Drug Club without one dissenting vote. At that meeting there was also a substantial representation from the South Atlantic Drug Club, and the representatives of the South Atlantic Drug Club at the same time stated that they were in position to guarantee the same action on the part of the members of the South Atlantic Drug Club.

That removes the last obstacle, so far as the South is concerned, to bring about the desired result. There still remained a weak point, which centered in the O. K. and I. Exchange, the strongest local organization in the country. Efforts were at once undertaken and successfully completed on the part of the members of the O. K. and I. Exchange, and your Committee is greatly pleased to report that there will be no further opposition on the part of the members of that ex-

change and they will now concur in any action that this body may see fit to take.

Therefore, in view of these changed conditions which have taken place in the last few days, your Committee presents the following resolutions and recommends their adoption :

Whereas, This Association is repeatedly on record as favoring the principle of uniformity of terms as to time and discount in the selling of drugs and proprietary articles ;

Whereas, Local conditions prevailing in several sections of the country have in the past been of such character as to prevent unanimous action on the part of this organization ;

Whereas, It is recognized and conceded by the wholesale trade, irrespective of locality, that present prevailing conditions do not justify or warrant the further continuation of terms and discounts as established many years ago when then existing conditions were entirely different ; and

Whereas, The records of the Committee on Credits and Collections show that all of the several local organizations of wholesale druggists are now in harmony with the ideas of said Committee ; further, that the leading representative houses of the wholesale drug trade, not affiliated with any one of the several local organizations, are on record as favoring the proposed change, provided the same meets with the unanimous approval of this Association in convention assembled ;

Therefore be it Resolved, That it is the sense of this Association that the adoption of 30 days and 1 per cent. cash in 10 days, as being the established terms in the sale of drugs and proprietary articles, is not only wise but amply justified by sound commercial reasons and practice ;

Be it further Resolved, That we recommend to the wholesale trade that on and after January 1st, 1905, 30 days net or 1 per cent. cash in 10 days, shall become the general and recognized terms governing the sale of drugs and proprietary articles throughout the United States to be strictly maintained, and that any deviation therefrom shall be considered a violation of rebate con-

tracts and obligations, as is now understood when a greater cash discount is allowed than the prevailing discount in the territory affected.

The Committee further recommends that in the event of the adoption of the foregoing resolution that the incoming Committee on Credits and Collections be instructed to notify the entire jobbing trade, as represented by the proprietary list of preferred buyers, of the action taken by the Association and to follow up same by circulars or correspondence as occasion may require.

PRESIDENT SHOEMAKER: Gentlemen, I am sure we have heard with great interest this exceedingly able and likewise exceedingly gratifying report from the Committee on Credits and Collections. This report will take the usual course and be referred to the Board of Control.

MR. W. A. HOVER: The Committee would like to make this statement: that if there is a disposition on the part of any gentleman present not to concur in the recommendations of the Committee, it is the desire of the Committee that he shall confer with the Board of Control before the report comes up for final action. It is absolutely necessary, to make this resolution successfully operative, that when this matter does come to a vote it shall be by a rising vote and that there shall be no dissenting voice. It is absolutely essential that this should be the case. If there is any disposition on the part of any member to question the wisdom of this resolution, I hope he will confer with the Committee before the matter comes up before the Association tomorrow morning.

MR. W. J. MURRAY, Columbia, S. C.: As this is

such an important report, can we not appoint a special hour when the report of the Committee will come up for final action? Many of us are not present at all the sessions of the meeting, and if a special hour is named when this subject will be considered, the members interested can make a point of being present at that time.

PRESIDENT SHOEMAKER: The Association has the right to appoint a special hour, at which time any matter may be considered, if it desires to do so. Does the Association so determine?

MR. M. CARY PETER: I move that this matter be made a special order of business to come up immediately after the consideration of the report of the Proprietary Committee. (Motion seconded and carried.)

PRESIDENT SHOEMAKER: It will be remembered that the Chairman of the Committee on Credits and Collections asked that the floor be given to Mr. W. E. Schweppe, who represents the American Credit Indemnity Company. Mr. Schweppe is the author of the paper on credit insurance which was recently read before the American Bankers' Association and which was considered of very great merit. It is proposed that he shall not address us in regard to the action of any special company in connection with this subject, but only in regard to the merits of this plan. It has always been the policy of this Association to give a perfectly fair hearing to all propositions of this kind, and unless objection is made we will ask Mr. Schweppe to give this address.

MR. SCHWEPPE: Mr. President and Gentlemen of the National Wholesale Druggists' Association—I much appreciate the honor which has been shown me by giving me the opportunity of addressing you for a few minutes; and if I can, in any way, no matter how humble, offer to you any suggestions which may be for the betterment of the commercial world, I assure you I shall have attained my object. I trust, in the few minutes which have been allotted to me, that I may say nothing which will in any way reflect, or would be considered as reflecting, upon the splendid report which your Committee has given to you. To make the subject clear, and at the same time perfectly concise, I have chosen to prepare my remarks, that I may not go beyond the limit which has been set for me.

PAPER OF W. E. SCHWEPPE, AMERICAN CREDIT
INDEMNITY CO.

The commercial enterprise and energy of the United States have astonished the world, but while our country has shown its ability to compete in every part of the globe, it has not within its own borders shown that conservatism and appreciation of credit safeguards which are necessary at all times to entitle it to the confidence of financial interests upon whom it is so dependent at certain times, as has been evidenced by our periodical commercial reactions, which have occasioned serious losses and failures among some of our highly rated concerns. This has proven to the mercantile and financial world the necessity for some method or plan of protecting the results of our aggressiveness, and assisting in upholding mercantile and individual credit.

This safeguard is offered in credit insurance, which protects manufacturers and merchants from losses through insolvencies of customers and insures to them the recompense their ability and acumen warrant.

Few firms doing a mercantile or manufacturing business realize the immense risk which at all times surrounds their credit business. The statistics of the mercantile agencies show that in the past eleven years the liabilities represented in failures exceed the losses by fire by the enormous sum of \$361,000,000. The figures seem almost incredible, and yet are true as none would doubt the source of information. I repeat, \$361,000,000 more. Every business man guards himself with fire insurance and should protect himself with credit insurance against this greater risk of loss.

Fire insurance is carried to prevent loss of goods in store or warehouse. It is even more necessary to insure against loss after the tangible merchandise has changed to the form of book accounts and is beyond the personal care and caution of the owner, and the precaution thrown around it by the fire insurance companies for its protection.

Credit indemnity limits the annual risk of loss through insolvency of customers to a normal amount, which is a known risk, and reimburses the insured in cash for any losses in excess of that amount, provided the losses and the sales on which they were sustained were in accordance with the terms and conditions of our bond of indemnity.

The bond is clear, concise and positive, every clause free from ambiguity. It is perfectly adjustable to any line of business and to the requirements of any individual business.

Under the bond the insured bears the risk of normal loss on his year's business. This initial or known risk consists of a certain, specified percentage of his annual sales, and the amount of it is determined by a calculation based on the actuarial record of average loss in his line of business, and consideration of many other conditions and influences that might effect the hazard of loss.

The insured has the privilege of selecting which one of the standard mercantile agencies shall govern the ratings under the bond. The bond contains a table of coverage showing how much is covered on each customer, the amount being proportionate to and based on the capital and credit rating given him by the mercantile agency.

Customers are divided into two classes—first, the “rated,” which are those to whom the selected mercantile agency gives a capital rating followed by a first or second grade credit rating; second, the “off-rated,” which comprises those not having the ratings mentioned.

Accounts against rated customers are covered in full to the limit of the liability on the capital and credit rating of the customer, while accounts against off-rated customers are covered for an agreed and specified percentage of the debt.

The insolvency clause of the bond covers not only all legal forms of insolvency, National or State, but also compromises and parties execution proof. When a debtor becomes insolvent, the insured sends a notification to the company on blanks supplied for the purpose.

The company does not interfere with the handling by the insured of claims against insolvent debtors. The bond explicitly states that the insured shall obtain all he can from an insolvent debtor.

The bond terminates in one year. If at its expiration it is found that the insured has sustained losses in excess of the known risk, an adjustment is made promptly and the liability paid.

All know the importance of holding collateral for loans. The cashier of a bank and the credit man of a mercantile concern both perform the same service; the former passes on loans of actual money and the latter on loans of money in the form of goods, but in both cases the debtor owes money. The cashier requires collateral, and the credit man ought to have it. A bond of indemnity is the only obtainable collateral on all merchandise accounts, and the credit man should insist upon the security when it can be had.

In any credit business the gross profits must cover the expense plus the net profit. Every item of expense is under control, except losses on book accounts. A bond of indemnity limits this item to a definite and normal amount, and thereby makes the net profit absolutely secure.

A firm carrying a bond will be induced to conduct its business on conservative and safe lines. Its collections will be better and conservatism in credits assured.

The bond offers no inducement whatever to carelessness in granting credits. It assures the holder that he is protected from loss in excess of a certain amount, and it remains to his interest to keep his losses below that amount.

A credit man operating under the bond will watch closely the ratings given his customers by the mercantile agency to see whether they warrant the amounts of credit he is extending, and thus keep posted on the numerous changes in ratings.

A bond of indemnity strengthens confidence among business men. Each one carrying it knows he is secure from excessive loss.

General confidence makes for universal commercial stability. In a word, the bond applies to every account, covers every possible form of insolvency, involves an adjustment clear and equitable, and eliminates the risk of excessive loss in a credit business.

Today, all will acknowledge, credit is very cheap. In the desire for increased business, competition carries many beyond the line of safety. Conservatism is put aside and disappears and quantity, not quality, obtains sway. The holder of a credit insurance bond has a place named for him where conservative judgment says, "stop." To go beyond means speculation, and while the bond does not in any way interfere with its holder's independent action, this point limits its liability and displays the danger signal.

A credit insurance bond adds to your confidence and strength of judgment. It places a definite value upon your outstanding accounts and increases their value, just as a substantial indorsement would enhance the value of commercial paper. It places your credit department upon conservative lines and encourages such care and conservatism as is consistent with legitimate business activity and healthy commercial progress. It determines a fixed ratio of loss upon a given amount of business, which under proper conditions cannot be exceeded and can be calculated in the expenses with the same reliability as rent or any other fixed charge.

At your annual meeting in Boston last year your Committee on Credits and Collections made a report on credit insurance, and while we appreciate the time and thought given this subject by

your valued Committee, we feel that the arguments offered are not of a character to warrant the verdict rendered.

The first report from a member of the Committee simply states that he did not have an excessive loss and waives the important factor, its value. What better record could be asked for effective results of the teaching of credit insurance? No one would deem it necessary to prove its value that he should lose an excessive amount and what stability could he expect in any company who insured only to pay out more money than it received? In truth, the first part of this firm's letter refutes the last entirely.

The second member of the Committee acknowledges it has effected considerable change for the better in his credit department and the fact that the larger amount of his losses was among the high-rated concerns should more clearly show the necessity for the protection offered under our bond. His closing reminds me of a story of a firm in New York who had carried our bond for several years and reduced their losses below the normal. Upon being asked for renewal, they said: "No, we have learned your plan and recognize the conservative teaching and now can take care of ourselves." Near the end of the year a request was made to have our representative call, as they wished a bond, and, after it was executed, they were asked their reasons for coming back after their strong stand against renewing. The reply was: "When we gave up the bond its influence was gone; we paid the penalty, and now shall always carry a bond." I commend this thought to your consideration. In the conclusion the Chairman suggested that a policy-holder becomes more lenient and does not scrutinize the accounts with the care he would without a bond. Yet the testimony he offers is to the contrary.

The conforming to the conditions of our bond demands that the credit man shall be in close acquaintance with every account at the time of each shipment. This surely does not suggest carelessness or recklessness, and you all recognize that thoughtful business men would not invest their money in an enterprise dependent on conservatism and which advocated recklessness, or even lack of vigilance, in granting credits. "Wise conservatism without impairment of a profitable business is the intent of the limitations named in bond." He also states that we "have no

regular rates, and base the charges entirely on the financial experience of the applicant." This can have no reference to our charges for the protection, but to the initial loss or known risk which the bondholder agrees first to stand. Certainly, this varies, for it would be ill advised for any to claim that the same conditions in the credit department prevail in all houses or in all territories.

The conditions that would apply to the commonwealth of Massachusetts would not apply to the State of Texas. Therefore, while the personal experience is a factor, it is by no means the greatest and ranks with the actuarial department, on the same plane with line of business, credit limits, territory covered, class of customers, prevailing local conditions, general conditions and future outlook, and does not have the bearing that the normal loss rates for the line, maximum risk on first and second credit ratings, aggregate amount provable, or terms of sale have. All of these factors enter into the known risk and are valued, determining the amount which must be borne by the bondholder, and when the aggregate of covered claims during the year is in excess of this known risk, then the excess is the amount payable to the indemnified.

The closing sentence, in which they say "the tendency of credit insurance is not on a distinctively sound business basis from a mercantile standpoint," is surely controverted by the class of bondholders and the recognition given it by many strong mercantile and financial associations, notably the American Bankers' Association.

Gentlemen, in conclusion, we are offering a protection to the credit of the mercantile world that is of value. The progress of insurance reflects in a large measure the growth and prosperity of our country. It stands for foresight in protecting against disaster that destroys the result of energy and labor. Insurance has passed beyond the speculation era and should be considered purely from a business standpoint. It is a business necessity, and the day is not far distant when every mercantile organization will consider a bond of credit insurance as necessary as a protection for the credits as a fire insurance policy is against another and more generally dreaded form of loss.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the very concise and able address of Mr. Schweppe, who is an expert on the subject of credit insurance, and I am sure I voice the sentiment of the members of this Association when I say that we extend to him our thanks for his valuable and interesting paper. The question involved is one which necessarily must be decided by each individual house, based on its individual experience; and I am sure the subject will receive in the future, as it has in the past, the consideration which its importance merits.

I understand that there is a supplementary report from the Committee on Membership.

SUPPLEMENTARY REPORT OF COMMITTEE ON MEMBERSHIP

MR. J. C. ELIEL: The Committee on Membership has a supplemental report to make which is very short. The Committee has the pleasure to report that the Natchez Drug Company, wholesale druggists of Natchez, Miss., have sent in an application for active membership.

MR. E. D. TAYLOR: I move that the name of the Natchez Drug Company be added to the list of applicants posted at the door. (Motion seconded and carried.)

PRESIDENT SHOEMAKER: We will now take up the report of the regular Committee on Commercial Travelers, Mr. Chas. H. Talcott, of Hartford, Conn., Chairman.

Secretary Toms read the report as follows:

REPORT OF COMMITTEE ON COMMERCIAL
TRAVELERS

Mr. President and Gentlemen:

Your Committee has gone over again the well trodden ground of investigating the subject of commercial travelers.

This is one of the Committees that do not seem to be expected in these later days to furnish any new light or startling information on a subject that has, in years gone by, been most thoroughly investigated and written up by some of the ablest members of our Association. The printed records contain full and valuable information on this subject, which may be applied to conditions existing today as well as at the time they were written.

It seems to be a generally accepted fact that the wholesale drug business cannot be successfully conducted without traveling salesmen, however much we may wish to dispense with their services and save the expense. The question therefore resolves itself simply into one of how to get the best results from our representatives.

The selection of proper material from which the traveling salesman can be developed is a most important question. Drug salesmen are seldom taken from other lines of trade, but must be educated in other branches of the business, familiarizing themselves with the stock, prices and methods employed by the house they represent. Your Committee would therefore impress upon the members of our Association the importance of employing promising young men, who would be likely to develop in abilities sufficiently to be increasingly useful. The successful salesman must believe in his house, in his employers, and, in turn, must have the confidence of his employers. Our salesmen should be impressed with the fact that they are representing the corporation or firm employing them, as oftentimes they are the only means the trade has of gaining an impression of the house from which they are buying. Our salesmen are in a way "middlemen," between the jobber and the retailer, and in order to do a successful business must have the interest of both buyer and seller in mind. The salesman who always gets the best of a bargain for his house cannot long retain his trade. The old principle of "it takes two to make a bargain" applies here in good measure.

The question of remuneration has always been a live one, and it seems to your Committee best to recommend the employment of salesmen at a stipulated salary. Where representatives receive a commission, the clerical work necessary to accurately adjust such a profit is very great. There is also a temptation to increase sales, oftentimes at the risk of profit, and oftentimes to take large orders from customers whose credit would not warrant their delivery. Your Committee is therefore of the opinion that in the long run our members will derive the most benefit by placing their salesmen on their honor, expecting them to have at all times the interests of their house, both present and future, in mind.

Of late years there appears to be a decidedly increased usefulness of the salesman who is straightforward and to be relied upon, in distinction from the entertaining, seductive one who often tempts his customer to purchase goods he does not really want, cannot use to advantage and in many cases in larger quantities than he can conveniently pay for.

Respectfully submitted,

CHARLES H. TALCOTT, *Chairman.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard the reading of the report of the regular Committee on Commercial Travelers, which will be referred to the Board of Control in the usual way.

The next report is that of the Committee on Drug Market, Mr. Charles A. West, of Boston, Chairman.

The report of the Committee, which was read in part by Secretary Toms, is as follows:

REPORT OF COMMITTEE ON DRUG MARKET

Mr. President and Gentlemen:

During the year just passed the market has ruled fairly steady, and the violent fluctuations have been confined to a very few articles, the particulars of which are fully noted herewith.

The general conditions have been and are unusually good, and at

the present time there are no elements which portend anything to the contrary, at least for the immediate future.

Herewith are submitted conditions prevailing during the last year respecting the leading staple articles:

Acid citric has remained at the uniform price of $32\frac{1}{2}$ cents on the basis of crystals in kegs from the manufacturers. It has been possible, however, to purchase from second hands frequently at a shade less.

Borax is still one of the most unsatisfactory articles handled by the trade, in consequence of the small margin of profit obtained. Efforts have been made in some localities looking to an agreement on a schedule of selling prices in lots of one to ten barrels, which worked satisfactorily for a time, but competition soon brought about the old conditions. Recently the Pacific Coast Borax Co. have placed on the market powdered borax in package form and have arranged a schedule of prices and rebates which so far has proved remunerative. Among the large consumers and dealers there is still expressed great dissatisfaction with the tariff on this article and all look anxiously forward to the time when it shall be reduced to a proper level.

Boracic Acid—Owing to a disagreement among the European manufacturers and consequently unlooked for competition, it was possible to import and pay the duty of 5 cents per pound (about 100 per cent.) at a laid down cost materially less than the trust prices. This condition was promptly met by the Borax Company, and prices were reduced to 10 cents in twenty-five barrel lots, making no difference between crystals and powdered. At the present time acid can be imported at a shade less than 10 cents, but the difference is not sufficient to attract large importations.

Salicylic acid has remained steady. For the present all manufacturers adhere to one schedule, and the only competition is to secure business.

Tannic acid has declined 3 cents per pound for crystals.

Tartaric acid and cream tartar have remained practically unchanged.

Balsam copaiva has declined about 3 cents. It is still possible to buy so-called pure at less than the price paid for round lots as imported.

Balsam Peru has advanced about 10 cents, owing to higher prices in the primary markets.

Balsam Fir—The Canadian article has materially advanced, owing to short supplies caused by the unsatisfactory return to the gatherers. Oregon balsam appears to increase in sale yearly, but it does not answer the requirements of all consumers.

Bromides—The peculiar conditions existing last year have passed away and once more the market has become steady, all manufacturers selling on the same basis.

Cascara Sagrada—The extreme prices prevailing a year ago were not long maintained. Early in the fall of 1903 contracts were offered at 17 cents over four months. In April sales were made at 14 cents, while in May the price on the spot was 12 cents, with new bark offering at $8\frac{1}{2}$ cents for July-August arrival. In July new bark was sold at $6\frac{1}{2}$ cents, f. o. b. Pacific Coast, to which freight, 1 cent per pound, must be added. The article is in good demand and the scarcity of old bark is becoming more and more apparent. Lower prices are not looked for during the coming year.

Elm Bark—Owing to unfavorable weather conditions for the second year in succession, high prices are still maintained. At the commencement of the season the price for bundles declined to 20 cents, but as the shortage became apparent, the price advanced to 25 cents, and it is expected that the high figures ruling last year will soon prevail.

Blue Vitriol has ranged in price from $4\frac{3}{4}$ cents to $5\frac{1}{4}$ cents in sympathy with the price of copper.

Caffeine declined 50 cents to \$2.50 per pound. The demand appears to be steadily increasing.

Carmine has materially advanced in consequence of the high prices for cochineal. The price of No. 40 is now \$3.60.

Chloral Hydrate—A recent decision of the Board of General Appraisers favors the government, and as it has now been determined that alcohol is used in its manufacture, the duty of 55 cents per pound must be paid. It is possible that the question may be carried to the courts, but this is not thought probable.

Cocaine has fluctuated in price between \$4.00 and \$3.25, according to the extent of the competition among the various manufac-

turers. The price of the crude material has warranted a higher price for the muriate.

Cocoa Butter—The market has continued firm and fairly steady, prices not fluctuating as much as in years past. Present price, 29½ cents for bulk, with an advancing tendency; figures are held at 35 cents.

Camphor has easily led all other articles in the trade in general interest owing to the sudden and unexpected rise in values commencing with the opening of the war between Russia and Japan. The cause of the short supplies, however, was more directly attributable to the differences between the farmers and the Japanese government, rather than to causes incident to the war. These troubles have not even yet ceased to exist and higher prices for refined may be looked for in the near future. During July and August of the present year shipments of crude camphor from Japan ceased entirely; this is the season when large shipments are usually made. The highest and lowest prices ruling on the basis of barrels are as follows:

January, 1904	61—77c
February, 1904	77—90c
March, 1904	90—93c
April, 1904	69—85c
May, 1904	69c
June, 1904	59—64c
July, 1904	62c
October, 1904	62—64c

Ergot ruled low for some months, but as the crop in Spain is reported a failure and in Prussia as very poor, owing to the drought in both countries, higher prices are expected. German is now selling at 38 cents and the Spanish at 40 cents.

Glycerine has been firm throughout the year until July, when the price was reduced one-half cent in consequence of new competition.

Guarana lower; the demand seems to be growing less every year.

Asafœtida has continued firm, but without material change. The quality seems to improve, owing to more stringent examination by the government.

Gum arabic has declined steadily in price for several years past, and has now reached the lowest point ever known for this article, good sorts selling as low as $5\frac{1}{4}$ cents per pound. Indications are that the turning point has now been reached, and higher prices are anticipated for the future, as today's selling price is below cost of production.

Gum tragacanth has been without any features of special interest until within the past few weeks. Now reports of a heavy shortage in the coming crop have advanced prices abroad from 20 per cent. to 30 per cent. and in consequence of this, higher prices will prevail in our market for many months to come.

Shellac—During the year just closed, this article has been rather an exception to the general line of merchandising, having again undergone violent fluctuations in price, varying fully 10 cents per pound, meaning an average fluctuation of 25 to 40 per cent. The statistical position varies somewhat from last year from the fact that the visible supply has increased, and this in the face of continued large consumption.

This is the season of the year when we are about beginning to feel the effects of the fall crop, which is now in the course of manufacture, for shipment during the months of October, November and December, and we find at the end of August, 1904, which is the last day statistics have been completed up to the time of writing this report, that notwithstanding an increase in the total stock in London of some 7,000 cases, prices are nominally 10 cents per pound higher. Irrespective of this remarkable advance, the consumption continues to increase, and there is little hope to be held out to consumers of any decidedly lower prices until the production makes greater gains on the consumption. The article still attracts the attention of a large number of speculators in all the principal markets of the world, and while these conditions exist, we must look for violent changes in value.

Gamboge—Somewhat lower, but market is firm.

Lycopodium remained steady for a long period, but during September prices advanced ten cents, partly owing to conditions in

Russia, and partly to the larger demand in the United States during a Presidential election.

Menthol has fluctuated violently at times, and prices have varied between the different holders as much as \$1 per pound at the same moment. The article has become so largely a speculative one that the trade largely are inclined to buy for their immediate wants at prevailing prices.

Comparative high and low prices for each month since January, 1901 are shown in the following summary:

	1904		1903		1902		1901	
	H.	L.	H.	L.	H.	L.	H.	L.
January	5.40	5.15	8.00	7.00	4.15	4.10	3.90	3.90
February	6.25	5.00	7.50	7.00	4.10	4.00	4.75	4.00
March	6.25	5.75	6.75	6.25	4.00	3.87½	4.37	4.25
April	6.00	5.35	6.50	6.12½	4.00	3.85	4.25	4.00
May	5.35	5.10	7.50	6.25	4.00	3.80	4.00	3.85
June	5.10	4.75	7.25	7.00	4.25	4.00	3.75	3.60
July	4.75	4.35	7.00	6.75	4.60	4.25	3.65	3.50
August	4.25	4.00	7.00	6.40	4.85	4.60	4.75	3.80
September	3.75	2.75	6.50	6.00	6.00	4.85	4.35	3.35
October	3.25	3.00	7.00	6.50	6.25	5.75	4.25	3.85
November . . . . .	...	...	6.75	5.75	7.00	6.75	4.20	4.15
December . . . . .	...	...	5.50	5.25	6.75	6.50	4.25	4.15

Morphia has remained unchanged, notwithstanding the continued decline in the price of opium.

Nux Vomica—It would appear that a change for the better is at hand. The price has been so low for so many years that there has been nothing in it for either the gatherers or the dealers, but now the stocks are found to be light and much higher prices are confidently predicted. Already prices in Calcutta have advanced about 50 per cent.

Codliver oil has steadily declined during the past twelve months, from \$120 in September, 1903, to \$44 in October, 1904.

The catch of the Norwegian variety was better in 1904 than 1903, the codfish being of fair quality, with a fatter liver, giving a higher percentage of oil than in 1903, although not up to the

average. At no time has there been an accumulation of stock; the production of the whole country is only 17,500 hectoliters, a quantity which never has been so small except last year. Of this production there is about 40 per cent. Finmarken oil, and the market has been active in the extreme all through the year. There is just about enough to go around, and certainly not an overstock, inasmuch as the 1905 catch is not marketable until the summer of 1906.

The Newfoundland fishing has proved small.

The Finmarken fishermen have done very poorly this year, and next season some of them will probably try fishing in the northern waters beyond Norwegian limits, and boil the oil on board large steamers. Two companies have worked successfully this year about the Spitzbergen Islands, in a similar way.

The Bergen market October 15 was in the neighborhood of 150sh. per barrel for finest non-congealing oil, equal to about \$42.50 duty paid. The exports from that port to October 15 amount to 5,500 barrels against 1,800 barrels at the corresponding date of last year.

On October 15 cables from Norway brought an advance of 10 shillings, and the price in America advanced correspondingly to \$46 per barrel. Some holders, expecting a still further advance, are asking \$52. The market October 20, 1904, is very firm with an upward tendency.

NORWAY CODLIVER OIL CROPS AND EXPORTS IN HECTOLITERS.

	1900	1901	1902	1903	1904
Crop, total	33.100	35.100	22.500	2.800	17.500
Export, total	32.500	40.900	26.500	6.500	10.800*

* Until July 23.

Imports into U. S.:

Barrels	9.000	8.600	7.150	4.900
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Price f. o. b. Norway:

Per barrel	\$16-22	14-16	25-43	120-100	44-50
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Essential Oils—The past year has shown considerable activity in American oils.

China oils have been somewhat of a disappointment to most dealers. Prices throughout the entire year have remained at about the cost of importation.

Anise Oil—The range in prices has been from \$1.00 to \$1.20 per pound.

Bergamot Oil—Prices for new crop expected to remain high, heavy hail storms having damaged the fruit.

Cassia oil is not in as active demand as formerly, owing to its reduced consumption. The prevailing demand for light colored soaps prevents the use of cassia oil to any large extent for perfumery, and reduces in proportion the sale of this oil. The range of prices has been from 62½ cents to 72½ cents for standard quality, 75-80 per cent. cinnamic aldehyde.

Oil cedar has been in good demand at full prices, the range being from 55 cents to 75 cents per pound.

Oil citronella has ruled during the year at low figures; prices of late have advanced and reports from Ceylon indicate a further increase in value during the year; the price in drums has ranged from 23 cents to 26 cents, the latter figure being present value.

Oil Cloves—Owing to advance in spice, it maintained its value, range for the year from 95 cents to \$1.10 per pound.

Oil copaiva, owing to increased stock of the Para balsam, from which most of the oil is distilled, is lower, range of prices from 65 cents to 75 cents per pound.

Oil Lavender—Prices are higher for all grades during the year; the range has been from \$1.60 to \$1.90 per pound.

Oil Lemon—Prices are slightly firmer than last year; production this year, it is reported, will be smaller than last, owing to the heavy loss of fruit caused by hail storms.

Oil lemongrass, owing to its use for making some of the synthetic perfumes, has increased much in cost, the production barely equaling the demand.

Peppermint oil, at the opening of the market for this year's crop, was quoted at \$2.75 per pound, but as all dealers were practically bare of supplies and the crop fully one-third less than last year, the growers of oil held for higher prices, which the dealers soon had to pay, as orders from the consuming trade compelled them to buy. Prices for the year, \$2.60 to \$4.00.

Japan Peppermint Oil—The crop is the largest in years and probably will have considerable influence in preventing extreme prices for American oil. It finds its market mostly in Europe, owing to the protective duty of 50 cents per pound, imposed by our tariff. The result of this large crop of Japanese oil has had a depressing effect on the price of menthol, which is coming to this country in large quantity, the amount expected here before the first of January being considerably in excess of 40,000 pounds; prices are expected to be still lower.

Oil Pennyroyal—The demand does not appear as large as formerly, but owing to decreased production, prices remain firm at from \$1.10 to \$1.00 per pound, the latter being present value.

Oil Rose Geranium—Increased production has lowered values. Turkish geranium, so-called, is now raised in large quantities in Ceylon, but as the consumption of this oil has greatly increased, prices have been but slightly lowered.

Oil Rose—The crop this year is reported not so large as last, therefore a firm market; range of value, \$3.75 to \$4.35, as to brand.

Oil Spearmint—Quantity produced this year is even smaller than last; range of value, \$4.00 to \$4.75. It is thought that prices will be still higher.

Oil Sandalwood—The consumption of this article is much larger. It is also being distilled here in a large way, the logs and roots being imported direct from Malabar coast. Price for pure oil of domestic distillation from East India wood has ranged from \$3.00 to \$3.50, according to quantity and distiller.

Oil Sassafras—Very scarce; all through this year it has been difficult to get true oil. Other crops evidently pay better and less work connected with their gathering.

Oil Tansy—Small crop and small stock carried over from last year keep prices very firm; range of value for the year from \$3.25 to \$4.00 per pound.

Oil Wormwood—In light supply; prices during the year have ranged from \$2.25 to \$3.75 per pound.

Castor oil has not changed during the past year; the market has remained steady, but no change has taken place.

Opium—The market declined steadily throughout the fiscal year ending June 30, since which time it has been comparatively

steady at \$2.62½, against \$3.50 a year ago. The crop prospects from the time for sowing until the end of the year continued good and at one time it was predicted that 12,000 cases would be gathered. It is now estimated that the yield will be about 10,800 cases.

The quality of the new crop is unusually good and rich in morphine; the same conditions which produce a large crop also make the quality good.

The present market price is considered low, but as the stocks are large, some of 1903 crop remaining unused, no important advance is expected, unless the autumn sowings should prove a failure.

The subjoined table of imports and the result of crops for ten years will be found of interest.

It will be observed that with the exception of two years in the last decade, that cost price of opium has been over \$2.00 per pound in bond, ergo, at present it is cheap.

IMPORTS OF OPIUM FOR PAST TEN YEARS, FISCAL YEAR ENDING
JUNE 30.

	Pounds.	Average Value lb. in Bond.	Crops, Baskets.
1895	357,981	\$2 04	8,200
1896	364,268	1 87	4,215
1897	1,073,999	2 04	7,360
1898	123,845	2 15	3,000
1899	514,499	2 38	6,200
1900	544,928	2 06	8,545
1901	583,208	2 15	5,500
1902	534,189	2 28	11,378
1903	516,570	1 96	3,600
1904	573,055	2 19	*10,800
	<hr/> 5,186,542	<hr/>	<hr/> 68,798

* Estimated.

Or 518,654 average pounds for ten years; \$2.11 4-10 average value per lb. for ten years; 6,880 average crop baskets for ten years.

The following are ruling prices, duty paid:

1903—July, \$3.50; August, \$3.40; September, 3.30; October, \$3.20; November, \$3.00; December, \$2.95.

1904—January, \$2.95; February, \$2.87½; March, \$2.85; April, 2.77½; May, \$2.70; June, \$2.62½.

Paris Green—The price remained steady for awhile, but in January prices became demoralized, as manufacturers could not agree, and fluctuated from 10½ cents to 11½ cents, pound boxes sometimes being sold at nearly or quite the price in kegs.

Quicksilver ruled fairly steady at 62 cents until December, when 61 cents was the market; in May 59½ cents. During the month a shipment of 500 flasks arrived from Hong Kong, which had originally been exported to China at something like \$37 per flask. The buyers shipped the goods back to the United States and entered free of duty as of American production. This, of course, demoralized the market, which has not yet recovered. The ruling price in October is 53¾ cents. The price of hard mercurials has reduced the basis of 85 cents for calomel October 1, 1904.

Quinine—In September, 1903, we find quinine sulphate selling at 25 cents per ounce and this price was maintained by all the domestic and foreign makers without change during October, November and December of that year. On January 18, 1904, a decline took place and all makers quoted 24 cents per ounce; this was followed by another reduction on January 29 to 22 cents per ounce. On February 11 the price advanced again to 23 cents per ounce, and was kept at that figure until March 16, when it advanced further to 25 cents per ounce. On April 7 it moved up higher to 27 cents per ounce, which marked the highest price in the spring, and it remained there until May 20, to be reduced on that date to 24 cents per ounce. On June 24 it declined further to 23 cents per ounce, and on August 13 it suddenly dropped to 21 cents per ounce, the lowest figure for 1904 so far. At this juncture, second hand holders of quinine, who usually shade manufacturers' prices, practically withdrew their holdings from the market, and the manufacturers were getting the bulk of the orders.

At the Amsterdam cinchona bark sale on October 6, an advance in the raw material took place to 6.75 Dutch cents, and the manufacturers raised their quotations for sulphate of quinine to 23 cents per ounce on the same day.

The demand for quinine seems to be increasing, as the bark shipped by planters from Java is readily taken up by the manufacturers. These shipments are interesting and the prices realized for bark at the monthly public auctions at Amsterdam give the key to the quinine situation. These bark shipments compare as follows:

	Pounds.
1900.....	10,780,000
1901.....	12,644,000
1902.....	13,253,000
1903.....	13,707,000
1904 for 9 months to the end of Sept.....	10,236,000

The following figures give a comparison of the prices paid by manufacturers for cinchona bark at Amsterdam, and their respective selling prices of quinine, viz.:

AMSTERDAM BARK.

Sales.	Dutch Cents Per Ams lb	Manufacturers' Selling Price Per Ounce.
September 3, 1903.....	6.90	25c.
October 8, 1903.....	7.45	25c.
November 12, 1903.....	7.45	25c.
December 17, 1903.....	7.35	25c.
January 28, 1904.....	6.25	22c.
February, 1904.....	No Sale	
March 3, 1904.....	6.60	25c.
April 7, 1904.....	7.50	27c.
May 19, 1904.....	6.90	24c.
June 23, 1904.....	6.40	23c.
July 28, 1904.....	6.25	23c.
August, 1904.....	No Sale	
September 1, 1904.....	6.25	21c.
October 6, 1904.....	6.75	23c.

One Dutch cent equals $2\frac{1}{2}$ American cents per ounce of quinine contained in the bark, consequently manufacturers paid in the last sale (October) 6.75 Dutch cents \times $2\frac{1}{2}$ cents, equals $16\frac{7}{8}$ per ounce for quinine in the bark, to which must be added the cost of manufacture and other sundry expenses for placing the quinine on the market ready for sale.

Rochelle Salts advanced to 21 cents, and seidlitz mixture to $17\frac{1}{2}$ cents in consequence of higher prices for crude material.

Senega Root has ruled fairly steady from 70 to 75 cents.

Golden Seal was firm at 75 cents in October, 1903, but still was scarce and but small stocks available. As this fact became apparent, prices gradually hardened to 90 cents, when the largest dealer in the Southwest sold out. The price immediately advanced to \$1.15, with root dug in the spring held at 90 cents. In October of this year the market price is \$1.35, with no outlook for any lower prices in the near future.

Orris Root has steadily declined. The best grades of Florentine root can be had for $5\frac{1}{2}$ cents.

Ipecac Root has changed but little. Rio is quoted at \$1.25, and Carthagena at \$1.15. It is not often that the two grades are so nearly alike.

Saffron American has had an abnormal advance. In October the market was steady at 45 cents; in June, 1904, 80 cents was the lowest. When it appeared that the stock was concentrated in two holders, the price jumped to \$1.25, and since then there has been nothing obtainable at anything less.

Saffron Valentia—Owing to a poor crop, price advanced to \$8.00, but has since receded to \$7.00.

Santonine advanced sharply to \$8.00, owing to scarcity of wormseed. The price is controlled by a syndicate abroad.

Cardamoms have steadily declined to the lowest prices on record. As present prices do not pay the producers, stocks will steadily decline, but it is only a question of time when the market will suddenly advance.

Canary Seed has advanced to 6 cents for Sicily, owing to a small crop for two successive years.

Spermaceti has steadily declined; 20 cents is now the ruling price for blocks.

Strychnia is steady in price at 65 cents for alkaloid crystals in bulk.

Sugar of Milk has been advanced by the trust to 15 cents. There are one or two outside makers that shade this price, but their output is not large enough to materially affect the market.

Spirits Turpentine has fluctuated between 50 and 65 cents.

Tonka Beans, Angostura—This article has ruled for the entire year at from 60 cents to 65 cents per pound, and there have been practically no features of interest in it, stocks having been abundant, and demand no more than the ordinary.

Vanilla Beans, Mexican—This article has declined steadily in price since last year, and the present quotations are probably as low as any we will have until the crop of 1904 is on our market. This crop promises to be a large one, and lower prices for the year 1905 are anticipated.

Vanilla Beans, Bourbon—Owing to a shortage in the crop, have advanced materially from the extremely low price ruling earlier in the year, and no further decline is anticipated for this year at least.

Japan Wax has varied from 12 to 16 cents, according to stocks and demand.

Wood alcohol was advanced by the trust to 60 cents, which is now the ruling price.

Respectfully submitted,

CHARLES A. WEST, *Chairman*.

Boston, October 24, 1904.

PRESIDENT SHOEMAKER: The usual course will be followed and this report will be referred to the Board of Control. The next report is that of the Committee on Fire Insurance, Mr. Thos. F. Main, New York, Chairman.

Mr. Main read the following report:

REPORT OF COMMITTEE ON FIRE INSURANCE

To the President and Members of the National Wholesale Druggists' Association:

Gentlemen—Since the last meeting of our Association the conflagration which destroyed so large a part of the city of Baltimore and brought such heavy losses to insurance companies caused a general advance in rates, which advance has been well maintained throughout the year. Some few reductions have been reported to your Committee, but these were for specially well equipped and located risks; in all other cases the tendency has been upward, except where rates were already so high as to preclude the possibility of an advance. In this connection the following table of the lowest to the highest rates of premium now being paid by members of this Association for insuring their stocks, with the character and equipment of buildings in which the stocks are contained, will be of interest:

\$0.55	modern slow burning building, sprinkled.
0.59 4-10	modern slow burning building, sprinkled.
0.63	modern fireproof building, sprinkled.
0.65	modern slow burning building, sprinkled.
0.75	modern ordinary building, sprinkled.
0.80	ordinary building, sprinkled.
0.85	ordinary building, sprinkled.
0.87½	slow burning building, sprinkled.
0.90	ordinary building, sprinkled.
0.94	ordinary building, sprinkled.
0.95	slow burning building, sprinkled.
1.00	ordinary building, standpipe and hose on each floor.
1.08	modern slow burning building, sprinkled.
1.20	ordinary building.
1.24½	ordinary building.
1.35	ordinary building.
1.60	ordinary building.
1.65	ordinary building.
1.78	ordinary building.

\$2.00	ordinary building.
2.20	old style, fireproof.
2.65	old style, fireproof.
2.70	ordinary building.
3.10	ordinary building.
3.80	ordinary building.

It will be noted that the risks paying less than \$1.00 for insurance are all equipped with automatic sprinklers, and many, if not all of them, have in addition, automatic fire alarms, chemical fire extinguishers, water and sand pails, etc.

It is probable that local causes, such as insufficient water supply, poor fire departments, proximity to dangerous buildings or to buildings in which extra hazardous businesses are conducted, have much to do in making the rates that are above \$2.00, and if some of the rates quoted are samples of what merchants in other lines of trade are paying in the same towns, it ought not to be difficult for the business men in such places to get together and remedy all the public reasons for the excessive charges and to follow this by adopting modern methods of equipping their own buildings so as to bring the rates down to reasonable figures.

Our members who insure wholly or partially in mutual companies receive yearly dividends or rebates which materially reduce the cost of their insurance. Among such companies are the Individual Underwriters of New York and the New York Reciprocal Underwriters, which were mentioned in the report of your Committee for 1902-03 as being used by members of this Association. One of our members, insured wholly in the Reciprocal, who reported last year that the average cost of his insurance per year for a period of five years had been 20.2 cents, reports the cost of his insurance for 1903 to have been 8.4 cents, making the average cost per year for a period of six years 18.233 cents per hundred dollars of insurance. The same member writes:

"Our success in the Reciprocal Underwriters under Mr. Waters' management is so gratifying, I am pleased to again call your attention to our wonderful record, which must not all be credited to automatic extinguishers but is largely due to absence of moral hazard, and specially due to the very rigid inspections

made and followed up by the companies' intelligent inspectors. Without doubt, criminal negligence, coupled with criminally careless inspection by representatives of insurance companies is largely responsible for the millions annually destroyed by fire. The trouble is, inspectors do not inspect. The army of insurance solicitors do not worry themselves in the least about *preventing* fires; their anxiety is to *get business*, and to make large commissions."

The stability of mutual companies is tested by a general conflagration such as occurred in Baltimore, and it is gratifying to note that both the Reciprocal and Individual Underwriters came out of this test with flying colors, the losses of the first named being nominal only, while the losses of the latter, amounting to some \$440,000, were not only paid promptly and satisfactorily, but the adjuster for the company materially aided its clients in making equitable settlements with other companies, a pleasing contrast to the experience of one of our members with old line companies which is noted in another part of this report.

Your Committee was instructed to report specifically to this meeting upon four queries, the first of which is as to

"THE ORIGIN OF FIRES OCCURRING IN DRUG STOCKS DURING YEAR."

The fires in wholesale drug stocks as reported to your Committee since date of our last annual meeting are those which destroyed the property of:

James Baily & Son, Baltimore, Md.

Carr, Owens & Heineman, Baltimore, Md.

Muth Bros. & Co., Baltimore, Md.

Stanley & Brown Drug Co., Baltimore, Md.

McKesson & Robbins, New York City.

The loss in each of the Baltimore cases was practically total, and the cause, the general conflagration which destroyed so large a section of the city; the loss in the New York case occurred in a building partly occupied for storage and partly for manufacturing. The cause of fire is uncertain, but is thought to have been from defective electric wire.

Your Committee finds that up to and including 1902 the fire losses occurring in the different trades and manufactures through-

out the United States were compiled, classified and published in book form by the New York Chronicle Company, Limited, but that after 1902 the work was discontinued and no reliable data on the subject for subsequent years are now available. (This statement is made after diligent inquiry of leading insurance companies, insurance brokers and the New York Board of Fire Underwriters.) It is much to be regretted that the work in question was discontinued, as the value of its statistics appears to be unquestioned, as will be seen from its report on losses occurring in wholesale drug stocks in 1902, which is as follows: Sixteen losses in all, amounting to \$224,000, on which there was an insurance loss of \$152,950. The cause of the fires is classified as follows:

Explosion, 1; spontaneous combustion, 2; ignition chemicals, 1; electric wiring, 2; matches, 1; incendiary, 2; exposure, 5; unknown, 2.

It will be seen that only two fires out of the sixteen reported actually started from the ignition of articles carried in a drug stock, and that the remainder started from causes that affect all trades in common.

ADJUSTMENT OF LOSSES

Insurance on the losses from the fires reported as having occurred since our last annual meeting appear to have been adjusted satisfactorily, except in one instance, and we quote the following from a communication received in reply to our letter of inquiry:

"As to the adjustment of our loss, we did not have so agreeable an experience. We had saved our books, and everything was in shape for an adjustment, but the enormous magnitude of the loss in the fire had attracted to this city the very shrewdest and sharpest adjusters, who were alert to save whatever they could for their companies. When we had prepared our statement, we submitted it to the committee in charge of our claim, who made an examination of our books, and the only point upon which we could not agree was that of *depreciation of stock*. We refused to settle at the figure they offered because we considered it unjust and unreasonable, and held out for several days. Finally

they offered a compromise which was still far from satisfactory, but laboring under the terrible nervous tension which we were, trying to keep our business together, without a roof over our heads, and dependent upon our strongest competitor for our very existence, we felt it wisest to accept under protest, what we were sure was an unfair offer. Had we held out longer we feel certain we could have secured a better adjustment and we cannot help feeling that an unfair advantage was taken of our unfortunate position. We did not employ a professional adjuster."

The experience of this member of our Association corresponds in a remarkable way with the comment on fire losses made by your Committee on Fire Insurance in 1903, and which appears on page 86 of the proceedings for that year, and it would appear that the companies have made but little advance in the equitable adjustment of claims in the year under review, and that the employment of a professional adjuster of high standing is necessary in most instances to secure justice in the settlement of a large loss.

The second query your Committee was instructed to report upon is

"A LIST OF HAZARDOUS DRUGS, CHEMICALS, OILS AND FLUIDS WITH SUGGESTIONS AS TO THEIR HANDLING AND STORAGE."

In answering the first part of this query your Committee deems it best both as a matter of information and of record to give in full the list of combustibles and explosives adopted by the "Municipal Explosives Commission of the City of New York," with the quantities of each *permitted* to be kept in stock by a wholesale drug house in that city after a survey of the premises by the proper authorities, together with a list of articles the storage of which is *absolutely prohibited*.

PERMITTED LIST.

Acids—Muriatic, sulphuric, each, 6 carboys; nitric, 2 carboys; picric, 10 lbs.; chromic, 1,000 lbs.; carbolic, 5,000 lbs.

Volatile Combustible Liquids—Ethers, 500 lbs.; collodion, 100 lbs.; acetone, 50 gals.; ethyl alcohol, 10 bbls.; methyl alcohol, 10

bbls.; amyl nitrite, 25 lbs.; turpentine, 10 bbls.; bisulph carbon, 100 lbs.; rhigolene, 12 lbs.; benzole, 2 bbls.; toluol, 100 lbs.; amyl alcohol, 10 bbls.; amyl acetate, 10 bbls.; naphtha, i. e., gasolene, boiling point, 130 deg. F.; benzine, boiling point 140 deg. F.; heavy naphtha, boiling point, 160 deg. F., 15 gals. each, or one barrel of any one and no other.

Combustible Liquids—Nitrobenzole, 5 drums; coal tar oil, 5 bbls.; aniline oil, 5 drums; essential oils, 10,000 lbs.; glycerine, 3,000 lbs.; varnishes, Japans, etc., 5 bbls.

Salts—Nitrate soda, 500 lbs.; chlorate potash, 1,000 lbs.; salt-petre, 2,000 lbs.; nitrate silver, 50 lbs.; chlorate sodium, 1,000 lbs.; chlor. baryta, 1,000 lbs.; permanganate potash, 600 lbs.; nit. barium, 225 lbs.; nit. ammonium, 100 lbs.; nit. cobalt, 100 lbs.; nit. copper, 100 lbs.; nit. mercury, 100 lbs.; nit. nickel, 100 lbs.; nit. strontium, 600 lbs.; nit. aluminum, 100 lbs.

Combustible Solids—Phosphorus, 11 lbs.; sulphur, 15 bbls.; pitch, 2 bbls.; rosin, 2 bbls.; tar, 2 bbls.; Burgundy pitch, 10,000 lbs.; Venice turpentine, 2,000 lbs.; metallic potassium, 10 lbs.; metallic sodium, 100 lbs.; metallic magnesium, 100 lbs.; excelsior, 25 bales; lamp black, 5 bbls.; vegetable charcoal, 5 bbls.; lycopodium, 5,000 lbs.; oakum, 10 bales; cotton, 1,000 lbs.; soluble cotton, 50 lbs.; zinc dust (blue powder) 70 lbs.

Substances Reacting with Water—Carbide calcium, 20 lbs.; phosphides, 5 lbs.; quicklime, 2 bbls.

Liquids under Pressure—Ammonia, 2 cylinders; carbonic acid, 2 cylinders; sulphurous acid, 2 cylinders.

Under special conditions supplementary permits for larger quantities may be granted.

NOTE—The Commission, in compiling the above, evidently included everything that in the most remote contingency could be considered hazardous, but it is difficult for a wholesale druggist to consider dangerous such articles as glycerin, carbolic acid or lycopodium, as usually stored and handled.

PROHIBITED LIST.

It is absolutely prohibited to have on sale or storage in wholesale or retail drug stores in the city of New York, any of the following substances: Colored fire in any form, flash light pow-

ders in any form, liquid acetylene, acetylide of copper, fulminate of mercury, fulminating gold and silver, or any other fulminate or fulminating compound, guncotton, nitroglycerine, except in official U. S. Pharmacopoeia solution, chloride of nitrogen, or any amide or amine explosive, gunpowder in any form, cymogene or any volatile product of petroleum or coal tar having a boiling point lower than 60 degrees F., chlorate of potash in admixture with organic substances or with phosphorus or sulphur, provided that this restriction shall not apply to the manufacture or storage of tablets of chlorate of potash made, kept and intended for use solely for medicinal purposes.

REMARKS ON HANDLING AND STORAGE.

Acids—Muriatic, sulphuric, nitric. To be kept inside building only in glass. Carboys to be stored outside.

Picric and chromic acids in vault or outside building. Naphtha (gasolene, benzine and heavy naphtha) outside building. Ethers, collodion, bisulphide carbon, rhigolene, benzole, phosphorus, metallic potassium, sodium and magnesium, soluble cotton, outside building or in vault separated from main building by approved self-closing automatic fire doors.

Heavy oils, varnishes, etc., if stored in building, to be in tight receptacles mounted on iron or steel racks and unless building is fireproof the ceiling over them to be protected with sheet steel. Drip pans of iron or tin filled with sand to be under each faucet. These to be dumped outside building and filled with fresh sand preferably nightly or at least weekly; chemical fire extinguishers to be kept near line of receptacles, or one at each end if row is a long one; a barrel filled with clean, dry sand, with scoop for handling same, to be kept near by for absorbing at once any of the articles that may be spilled, the cellarman to have positive instructions to remove at once from building any sand that has been used to absorb oil or varnish in this way.

Oil room, or room where packages of essential oils, alcoholates, etc., are put up in broken packages to be furnished with a half barrel, fitted with loose cover, full of folded gunny sacks immersed in lime water; a chemical fire extinguisher, sand pails and scoops,

and the man in charge instructed that in event of breakage and ignition of an inflammable liquid the flame should be smothered with hastily wrung-out gunny sacks or extinguished by a carefully directed stream from chemical extinguisher.

Handling and storage of drugs in the city of New York is subject to regulation as follows:

Part 6—Chapter 2. Regulations of the Municipal Explosives Commission.

Section 16. No permit shall be issued for a wholesale drug-store where the following precautionary regulations are not observed:

(a) Packing rooms must be located as remotely as possible from large stocks of stored goods, and in such a position on the premises that no unusual risk is involved.

(b) The packing room floor shall be kept as free as possible from hay, excelsior, or other combustible packing material, during the hours of work, and at the close of each day the tables, floors and all parts of the packing room shall be swept clean of such materials and the sweepings gathered into a metal box or other proper receptacle, which shall be kept closed at night.

(c) No accumulation of broken wood, paper or other combustible cases or packages shall be permitted in the cellar or other part of the premises where goods are unpacked. Such material shall be removed or kept in a yard or other safe place at the close of each day.

(d) Empty barrels or drums from which volatile combustible liquids have been drawn shall be removed from the premises as soon as possible, and in any case shall not be stored more than twenty-four hours.

(e) No rags or cotton waste shall be used for cleaning around pans or floors where oil is customarily drawn from barrels.

(f) No oiled rags or cotton waste shall be kept in any other position than inside a metal receptacle.

(g) Sand or infusorial earth shall be provided for absorbing waste oil from floors, and accumulations of oil soaked sand or earth shall not be permitted.

(h) Volatile combustible liquids shall not be poured or let flow into the drainage systems, catch basins or sewers.

(i) Matches shall not be permitted in cellars or in packing rooms of wholesale drug stores. Lighting must be by electric system or by safe automatically lighting gas.

(j) Smoking shall be strictly prohibited in cellars and packing rooms of drug houses, and the owner or proprietor shall take all possible precautions against it.

Section 17. No chemicals shall be stored in close proximity to one another when each is of an explosive nature, or when one increases the energy of decomposition of the other, or when they are so constituted that they may react upon one another and become virtually explosive or combustible.

Section 18. The storage of acids or liquid chemicals so constituted as to produce danger of explosion by flowing in, upon or amongst other chemicals shall be so arranged with safety catch-basins or trays that in case of the leakage of the containers of such liquid material this shall not constitute a danger to life or property.

Section 19. Nitric acid shall not be stored except on brick or concrete or asphalt floors, and sawdust, hay, excelsior, or any organic substance shall not under any circumstances be permitted in close proximity to carboys or stocks of nitric acid.

Section 20. Every owner or proprietor of a wholesale drug store shall designate one or more men who are to act as his warehousemen and be charged with the proper storage and disposition and care of the substances stored on the premises.

In commenting on the above, your Committee recommends that open bales of excelsior, hay or loose packing material of like nature be kept in metal lined bins capable of being closed at night.

Matches—Where these are used they should be of the safety variety, with a metal receptacle partly filled with sand near each match box in which employes should be required to place spent matches.

Section 17, in regard to storage, is very important. Such articles as sulphur, lampblack, charcoal, the nitrates and chlorates of potash should be widely separated from each other and the designation of a special man or men to make a study of and attend to

the proper storage of the articles in a drug stock is certainly to be commended.

In reply to query No. 3,

“HOW BEST TO EQUIP A DRUG HOUSE SO AS TO PROMPTLY EXTINGUISH FIRE IF ONE OCCURS?”

Your Committee unhesitatingly recommend the following:

- 1st. A complete automatic sprinkler equipment.
- 2d. Storage tanks of ample capacity on roof, with standpipe running to cellar, valves on each floor, with hose and nozzle attached, ready for instant service.
- 3d. Chemical (carbonic acid gas) hand fire extinguisher of any standard make approved by the National Fire Protection Association, at least one on each floor of building, with a special extinguisher in the packing room, in the wet room and near the tanks used for storing heavy oils, varnishes, etc.
- 4th. Water Pails and Barrels. Galvanized iron pails of twelve quarts' capacity each, to be distributed throughout building, hung on posts or set on shelves preferably about three feet and in no case over five feet high. Pails to be kept full at all times and inspected weekly. Twelve pails to be provided for every 5,000 feet of floor space. Three pails and one filled barrel (the barrel must have two empty twelve-quart pails hung immediately over it), or one approved chemical hand fire extinguisher and six pails are considered by the National Board of Fire Underwriters as the equivalent of twelve pails.
- 5th. Sand Pails.—Twelve quart pails filled with dry sand, with scoop for each pail, to be provided wherever oils, varnish or acids are stored or handled.
- 6th. Cask or half barrel filled with gunny sacks immersed in lime water, to be kept in laboratory and other places where inflammable liquids are filled out or handled.

Many of the best risks are equipped with all the appliances named above; some that are without automatic sprinklers have the storage tanks with standpipe system, while others have chemical hand fire extinguishers, water and sand pails only, and these latter, when intelligently used upon the starting of a fire have saved many a building from destruction.

It has been suggested that with a plentiful supply of water pails the chemical extinguishers are not needed, but the testimony your Committee has received in regard to many dangerous fires extinguished by them leads us to recommend their use even in sprinkled risks.

At this day it seems almost superfluous to extol the advantages of the automatic sprinkler system, which is ready for service day and night and does not depend upon the coolheadedness of any one in the building to make it effective. Two members of your Committee testify that their respective establishments have been saved on two occasions from what they believe would have been complete destruction by automatic sprinklers, and that in all four cases their loss was so small that they made no claims on the insurance companies. We close this portion of our report by quoting from a leaflet issued by Mr. John R. Waters, "a prominent underwriter of New York," on the Baltimore conflagration, in which, after noting its beginning in the fire which started in the dry goods establishment of John E. Hurst & Co., he makes the following deliberate expression of opinion:

"Automatic sprinklers would undoubtedly have taken care of this fire with a loss of only a few hundred dollars and prevented the general conflagration. It is heartrending to think that an equipment costing about five thousand dollars would have prevented a loss of seventy-five millions, *but this is the cold-blooded business truth.*"

The last query to which your Committee is asked to reply is, "HOW TO ORGANIZE A FIRE BRIGADE IN AN INDIVIDUAL WAREHOUSE?"

It may be laid down as a general principle that whether the establishment is large or small, some men should be detailed to take charge of and thoroughly familiarize themselves with the fire extinguishing appliances, see that they are in constant order, and be ready to apply them instantly should occasion arise; such men, to be efficient, should work under certain designated parties, who may be styled chief, foreman, assistant foreman, or any other titles that may be deemed appropriate. It is suggested that:

The "chief" should be the active manager or superintendent, who is ordinarily in authority on the premises.

The "foreman" the head order clerk or some one in constant attendance at the property and high in authority in the administration of the men.

The "assistant foreman" whoever takes the place of head order clerk in his absence.

The foreman should designate certain men, selected for their quickness and coolheadedness to act as (1) Chemical fire extinguisher men; (2) Bucket Brigade; and if "establishment is equipped with standpipe and hose, or automatic sprinklers," (3) Hose men, and (4) Sprinkler men as may be needed.

The chemical fire extinguisher men should make themselves familiar with the mechanism of the extinguishers under their charge, see that they are dusted or cleaned weekly and that the hose is in good order; upon alarm being sounded they should proceed at once to scene of fire with their extinguishers, being careful not to reverse them or put them in operation until directed by the foreman.

The bucket brigade should see that the pails under their charge are cleaned and filled weekly, or, if salt water is used, that sufficient fresh water is added to make good loss from evaporation; upon alarm being sounded each man should proceed with two pails to scene of fire and take his station as directed by foreman.

Hosemen should see that the hose is in good condition, with nozzle clean and valves of standpipe in working order; when called to scene of fire should unreel hose quickly and lay it so that it is free from short turns or kinks; after laying same one man should station himself at valve ready to turn water on or off at command of foreman, taking care that valve is opened gradually, so as to prevent kinking and possible bursting of hose; two men should be stationed at nozzle or play pipe holding same so as to make a gradual curve in the hose from the ground up; other hose men should stand by hose ready to change its location on order of foreman.

Sprinkler men should stand by sprinkler valves, see that no one interferes with them and be instructed not to shut valve under their charge until ordered, and immediately after shutting off same to open the drain alongside.

*

The foreman or assistant foreman should inspect the entire establishment nightly to see that each floor is swept and all rubbish and sweepings removed from premises. All the fire extinguishing equipment should be inspected weekly upon some designated day to see that the men of the fire company are caring properly for the apparatus under their charge, the water pails kept filled, etc. If the assistant foreman makes the weekly inspection, he should make a report to foreman of result of same.

Upon the organization of the fire brigade a drill should be held weekly until men are deemed proficient, and after that a drill at least once a month; on each occasion the men should be summoned by alarm to a certain floor of building, where chemical extinguisher and bucket men should take stations as ordered by foreman; hosemen unreel and lay hose, etc.; at each drill an extinguisher should be put in operation for a few moments, the man operating same being changed weekly until each one is thoroughly familiar with the operation of his extinguisher.

It is also recommended that in establishments equipped with standpipe and hose, "wet drills," in which water is turned on and played, be held at intervals until hosemen are familiar with force of water, etc.; it will, of course, be necessary after such drills to uncouple hose and dry same thoroughly before it is reeled up again.

Office employes should be drilled so that on alarm of fire they at once place in the safes the books and papers under their charge and then stand by their desks ready to leave building or resume work on order of head of office.

Women employes should be drilled to fall into line on alarm of fire and march from building on order of forewoman or man detailed for that purpose.

Stock men, especially in sundries departments, should be drilled upon alarm of fire to promptly cover the stock with the tarpaulins or waterproof sheets provided, and after covering same to fall into line and leave building or resume work, as may be ordered by head of department.

Your Committee intend the foregoing to be regarded as suggestions only, as the requirements of each establishment neces-

sarily vary with its size, equipment and number of employes, but believe that an organizer can be found in each warehouse capable of elaborating the suggestions given here to suit the requirements of each risk.

In conclusion, your Committee sum up the important points to be studied by each insurer :

BUILDINGS

should be of fireproof or slow burning construction, or if of ordinary character, improved when practicable in accordance with suggestions of National Board of Fire Underwriters.

EQUIPMENT.

Automatic sprinklers; water tank on roof, with standpipe and hose on each floor, or both; automatic fire alarm; water pails; sand pails; gunny sacks in lime water in laboratories and wet departments.

FIRE BRIGADE.

Certain men to be designated to familiarize themselves with fire fighting appliances and keep them in order under the direction of a designated head.

INSPECTION.

All fire fighting equipment to be inspected weekly.

STORAGE OF STOCK.

Stocks to be stored intelligently, so that goods liable to become hazardous are placed where they can do least harm. Extra hazardous goods to be stored outside building or in vault separated from main building by approved self-closing fire doors.

CLEANLINESS.

All floors swept at least nightly and sweepings and rubbish removed from building.

POLICIES.

Care to be taken that such special provisions are incorporated in policy, so that the property insured is properly described and covered.

COMPANIES.

Select companies carefully, refusing to insure with any that have a reputation for reluctance to settle losses promptly and fairly and carry part of your risk, if possible, in some good mutual company.

LEGISLATION.

Work through your local board of trade or chamber of commerce to secure and maintain an adequate water supply; to see that your fire department is kept up-to-date in apparatus and efficiency; see that all attempted legislation affecting fire insurance is carefully looked after, both to protect your interests as an insurer and to prevent the blackmailing of companies.

Respectfully submitted,

ALBERT PLAUT,
D. D. PHILIPS,
A. J. MORE,
HENRY MICHAELS,
J. G. SMITH,
S. EICHOLD,
P. P. VAN VLEET,
H. W. EVANS,
THOMAS F. MAIN, *Chairman.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard this very able report, which will take the usual course and be referred to the Board of Control.

SECRETARY TOMS: The Committee appointed to audit the report of the Treasurer submit the following report:

REPORT OF AUDITING COMMITTEE ON TREASURER'S REPORT

To the National Wholesale Druggists' Association:

Your Committee appointed to audit the Treasurer's report have examined the same and found it to be correct.

JAMES E. DAVIS,

C. W. SNOW,

THOS. E. SHOEMAKER,

Auditing Committee.

PRESIDENT SHOEMAKER: The report of the Auditing Committee will be received and filed.

The next report will be that of the Committee on Fraternal Relations, Mr. W. J. Murray, Columbia, S. C., Chairman.

Mr. Murray read the following report:

REPORT OF COMMITTEE ON FRATERNAL RELATIONS

To the National Wholesale Druggists' Association:

Gentlemen—Your Committee on Fraternal Relations beg to report that the best of feeling exists between this and all other like Associations. We are glad, too, that this feeling of good will exists between the jobber, the retailer and the manufacturer. We do not see why the greatest harmony and deepest interest should not exist between all the branches of our business. This could

be brought about by the work of the National Retail Druggists' Association of our country.

We have two Southern Jobbers' Associations now in good working order, and while we have a great deal yet to accomplish, we hope in the near future to make them a factor in the world's business, and do much good for the jobbers of our section of the country. This is hard to do, and to get everything in shape as we would have it, yet we feel that it is worth working for, and will leave nothing undone to bring about this result.

We trust the manufacturers will appreciate the trials of the jobber and will work with him for the good of all concerned. We think the closest friendship should exist between the manufacturer and the jobber, and each help in his sphere of business to aid the other.

We will all then see better days.

Respectfully submitted,

W. J. MURRAY, *Chairman.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Committee on Fraternal Relations. This will take the usual course and be referred to the Board of Control.

The next report is that of the Committee on Legislation, Mr. M. N. Kline, Philadelphia, Chairman.

MR. KLINE: In presenting this report I have to offer apologies to the members of the Committee who are here for not first submitting a copy of the report to them, which I should have done; but other engagements seem to have caused me to neglect doing that. I will ask them to follow the report as I read it, and to make their criticisms, if any, in open meeting.

REPORT OF COMMITTEE ON LEGISLATION

To the National Wholesale Druggists' Association:

The matters which claimed the attention of your Committee on Legislation since the meeting of 1903 are:

1. Legislation affecting the duty on alcohol.
 - (a) Boutell Bill H. R. 9303, reducing the tax from \$1.10 to 70 cents per proof gallon.
 - (b) Boutell Bill H. R. 9302, providing for untaxed denatured alcohol for use in the arts.
 - (c) Lovering Bill H. R. 9051, providing for a drawback or refund of the internal revenue duty on alcohol used in exported articles made in whole or in part from domestic tax-paid alcohol.
2. Pure Food legislation.
3. Mann Bill, proposing to amend the statutes relating to patents.

I. ALCOHOL LEGISLATION.

The movement on behalf of changes in our revenue laws which will give cheaper alcohol for manufacturing purposes has made steady progress during the past year. As a result of the widespread campaign of education carried on by the Committee of Manufacturers, in charge of this matter, of which your Chairman is a member, the sentiment in Congress is strongly in favor of the legislation proposed in the bills, H. R. 9302 and 9303, introduced by the Hon. H. S. Boutell, of Illinois, and H. R. 9051, introduced by Hon. Wm. C. Lovering, of Massachusetts, and it is believed that favorable action will be taken on these measures in the near future.

These bills provide for what is considered to be the essential legislation required in connection with the use of alcohol for industrial purposes. H. R. 9302 removes the tax from alcohol which has been rendered unfit for use as a beverage by the admixture of wood alcohol or other noxious substance. H. R. 9303 reduces the internal revenue tax on distilled spirits to 70 cents per proof gallon, thus effecting a reduction of about 75 cents per gallon of commercial alcohol. H. R. 9051 provides for a draw-

back or refund of the tax on domestic alcohol used in the manufacture or production of exported articles.

The benefits to American industry which would result from the adoption of these measures have been shown so clearly in a series of pamphlets prepared for the Committee of Manufacturers, and widely circulated throughout the country, that there is no longer any question as to the necessity for their enactment. The opposition of the wood alcohol interests, and of a few other industries which profit by the present high cost of alcohol, has however, been sufficiently strong to prevent favorable action by Congress, and it is now simply a question of so organizing the great industrial and farming interests of the country as to bring their influence to bear on Congress in sufficient force to overcome the opposition of the antagonistic interests. Plans for carrying on a systematic, widespread movement have been made by the Committee of Manufacturers, and their work should be cordially seconded by all the manufacturers using alcohol in their industries.

The sentiment among the leaders in Congress in favor of reducing the alcohol tax has been greatly strengthened during the past year by the work of that committee on behalf of a system of untaxed denaturized alcohol. It is generally agreed by the leaders in both the Senate and House that a reduction in the tax rate must necessarily accompany legislation removing the tax from alcohol rendered unfit for internal use, in order to avoid the possible danger of fraud, through the purification of the denaturized alcohol and its use for beverage purposes, by making such recovery unprofitable. In view of this position taken by the leaders in Congress it is evident that the arguments for untaxed denaturized alcohol, and all influences brought to bear in its favor, are directly aiding the cause of tax reduction.

The recent revelations as to the extensive substitution of wood alcohol for grain alcohol in compounding beverages, as illustrated by the death in New York City of a number of persons drinking whiskey containing wood alcohol, have served to direct public attention to this growing evil. The inducement to these dangerous frauds is clearly the present excessive tax on grain alcohol, and the only practicable remedy is the reduction of the tax

rate. With a tax of 70 cents per proof gallon the cost of pure grain alcohol would be reduced to approximately that of the highly refined wood alcohols, and the use of the latter would thus be rendered unprofitable.

Arrangements are being made to bring this matter to the attention of the physicians of the country, so as to secure their co-operation on behalf of a lower tax rate in the interest of the public health.

A letter was sent to each of our members enclosing the Boutell Bill 9303, providing for a reduction of the tax to 70 cents, and enclosing also an editorial from the Oil, Paint and Drug Reporter, giving a full statement of the situation in regard to that bill, asking our members and all manufacturers to write to their Congressmen, urging them to use their influence to secure, if possible, a favorable report at the last session of Congress.

The Lovering Bill H. R. 9051 was introduced this year as a separate measure, having previously been embodied as Section 6 of the Lovering Drawback Bill. Our members were sent a copy of this bill in a letter sent out under date of January 12, 1904, and their influence was asked in favor of its consideration. The provisions of this measure commend themselves strongly to every manufacturer, and so far as we know there is no opposition from any quarter to its provisions. In addition to the resolutions in its favor adopted by this body, the Chairman of your Committee was instrumental in securing a strong endorsement of its provisions, as well as that of H. R. 9302, providing for free denaturized alcohol, by the National Board of Trade at its annual convention in Washington in January last. The following is a part of the argument used by your Chairman at that meeting, which was quoted in full by the Hon. Wm. C. Lovering, in a speech made in Congress on April 16, 1904, and is introduced here as giving the strongest reasons that can be presented by this Committee for the support of this measure:

"The extent to which our foreign trade is decreased through this defect in our revenue laws cannot be positively stated, but it is certain that the aggregate loss is very large.

"The world's trade today in all the products of the great chemical industries is almost entirely in the hands of the German

chemical manufacturers, whose industries have been greatly developed under the liberal alcohol policy of their country. Not only do these German manufacturers export their products to Asia, Africa, Australia, South America, and other foreign countries, but they also sell large quantities in the United States, being enabled to overcome the barrier of our tariff laws by reason of the fact that they secure an important material at a much lower price than the same material costs our manufacturers. At the present time we have practically no export trade in all the various articles known to the chemical industry. This is also true in regard to such staple articles as spirit varnishes, flavoring extracts, perfumery, pharmaceuticals, medicines, smokeless powder and hundreds of similar articles in the manufacture of which alcohol is used.

"While we have in recent years been extending our export trade in manufactured articles in all parts of the world, the one exception to this growing trade has been in the class of products above referred to. We have not only failed to get our fair share of the world's trade in these products, but we have failed to get any share of it.

"With our manufacturers placed on an equal footing with their competitors in European countries, in so far as the cost of alcohol is concerned, there is not the slightest doubt but that our export trade in all the articles in the production of which alcohol is used would be enormously increased. We have shown in all other branches of industry that with a fair show we can hold our own with any other country in the world, and there is no question that we can do so in this particular line if we are freed from the handicap to which we are subjected by present conditions. I am confident that if the legislation favored in these resolutions is enacted, we would in a very short time increase our export trade in all the articles in the manufacture of which alcohol is used, more than a hundred fold over what we now sell to foreign countries.

"To show how burdensome this alcohol tax is on the manufacturers who are trying to build up a foreign trade, I may state that several large concerns have found it necessary to go across the line to Canada and establish factories for manufacturing

their products for export. The Canadian government allows them practically tax-free alcohol for manufacturing their exported products, and they are thus enabled to carry on an extensive foreign trade. The result is that Canadian labor is employed in the manufacture and transportation of these articles, instead of our labor. A policy which thus discriminates against the workers of this country, in favor of those of a foreign competing country, needs only to be stated in order to be condemned."

The members of the National Association of Retail Druggists are naturally not directly interested in this measure. They, however, have twice at their annual meetings, viz., in Washington, in 1903, and again in St. Louis this year, placed themselves on record as opposed to free denaturized alcohol. Your Committee believes that this is based upon a misconception of this measure, as it really cannot directly or indirectly affect the interests of retail druggists. We desire to insert here as a part of this report copy of a letter written by your Chairman to the publishers of the *Western Druggist*, embodying our answer to the criticisms which we understand to be the ground for the opposition of the members of the National Association of Retail Druggists:

"PHILADELPHIA. December 2. 1904.

*"Messrs. G. P. Engelhard & Co., Western Druggist,
Chicago, Ill.:*

"Dear Sirs—Your editorial article in the November issue of your paper on 'The Free Alcohol Delusion' is an argument against the use of tax free alcohol under conditions not contemplated in the movement for cheaper alcohol, and your objections to the proposed legislation are therefore not pertinent. They are founded upon the misconception that the free alcohol proposed could be used for potable purposes, whereas the present movement is to secure alcohol tax free only after it has been made unfit for internal consumption. The manufacturers supporting the present movement for free alcohol in a potable form for use in medicinal bitters, flavoring extracts, tinctures, medicines, perfumes, liniments, etc., would not only present problems in administration which our government would find it almost impossible to solve, but that many of such articles would be substituted for taxed al-

coholic beverages. This being the case it is unnecessary to reply to that portion of your argument based on the effect of untaxed alcohol on the manufacture of drugs, pharmaceuticals, etc., since I know of no intelligent person who favors free alcohol for the latter purpose.

"But as your objections to free alcohol may be understood as applying to the proposition for untaxed denaturized alcohol, that is, distilled spirits of not less than 160 degrees proof, which have been rendered unfit for drinking purposes before being removed from the distillery warehouse, which is the proposition that will be urged upon Congress at the coming regular session by the Committee of Manufacturers, of which I am a member, I wish to briefly reply to the statements of the article in question.

"Your first objection is that the removal of the tax from alcohol used in the arts would result in a loss to the government of millions of dollars annually. This is a mistake, in so far as untaxed denaturized alcohol is concerned. Since the denaturized alcohol could only be used by manufacturers who are now using untaxed substitutes, no tax paid alcohol could be displaced, no loss of revenue would result. The government now gets no revenue from the substitutes used instead of alcohol, and it would lose nothing if untaxed denaturized alcohol was used in place of these substitutes.

"To your second objection, that to guard against frauds the alcohol to be used in manufactures would either have to be used under bond, or be denaturized so as to render it unfit for use as a beverage or otherwise internally, I would reply that the latter course is just what we propose to adopt. This being the case, your objection to a system of manufacturing in bond, which nobody favors, does not apply.

"Your fourth objection that 'no effective method has yet been devised whereby alcohol may be fundamentally denaturized,' and that therefore methylation affords no certain guarantee of protection against the use of tax free alcohol in competition with tax paid spirits, is inconsistent with the facts relating to the use of denaturized alcohol in Germany, France, Great Britain and other foreign countries, where they have found it entirely prac-

licable, without danger of frauds on the revenue, to denaturize alcohol so as to render it unfit for use as a beverage.

"It is true that the alcohol can, by a complicated and costly process of fractional distillation, be separated from the denaturizing substance, but it is more difficult and costly to do this than to distil the alcohol from corn or sugar. The bill providing for untaxed denaturized alcohol which will be introduced in Congress, provides suitable penalties for separating the grain alcohol from the denaturizing substance, and the danger from frauds through such separation would be no more than the danger of illicit distillation under the present law.

"In this connection I would quote the following from the report of the chairman of the 'Joint Select Committee of Congress on Alcohol in the Manufactures and Arts,' Senator Platt, of Connecticut, who after an exhaustive investigation, extending over two years, in summing up the work of the Committee, stated that:

"'After very careful attention given to the suggestion that frauds upon the revenue would probably follow the passage of any law which should allow the use of alcohol free of tax for purposes other than beverages, we are of the opinion that a law can be framed with such safeguards and penalties and would not only prevent fraud from being successfully perpetrated, but would render improbable even attempted fraud.

"'A perusal of the testimony submitted with the report shows that the suggestion of resulting fraud from the passage of such a law is urged principally by parties who fear that their business will be injured by a removal of the tax upon alcohol to be used for the purposes specified.'

"The objections that the retail druggists would be discriminated against by a system of manufacturing in bond may be true, but as nobody proposed such a system, it is not important.

"The sixth, seventh and eighth paragraphs of your article are all based on the supposition that tax free alcohol for medicinal preparations is being advocated. As I do not favor tax free alcohol for this purpose, I leave your objections to be answered by some one, if there is any such person, who favors such a system.

"Your last objection, that in the event of financial emergency, elimination or reduction of the tax would probably be followed by an increased tax rate, is an argument against any reduction of the tax on alcohol, a measure to which the National Association of Retail Druggists is pledged, and which is favored by the great majority of the retail and wholesale druggists and the manufacturers of medicinal preparations of all kinds.

"I wish here to express my decided dissent from the views of President Smither, of the National Association of Retail Druggists to the effect that the movement for untaxed denaturized alcohol will injure the prospects for securing a reduction in the alcohol tax. On the contrary, the demand for a system under which alcohol which has been rendered unfit for internal use will be delivered tax free, has greatly strengthened the sentiment in Congress in favor of tax reduction, as it is recognized that some provision must be made for the large number of manufacturers who cannot use denaturized spirits, and that the only method of giving them relief from the present excessive tax is through a lower tax rate. I am satisfied that by bringing thousands of manufacturers who are not interested in tax reduction, but who want untaxed denaturized alcohol, to join in the movement for cheaper alcohol for manufacturing purposes, the prospects for securing a reduction of the alcohol tax have been made very much brighter, and that only through such action can tax reduction be secured.

"In reply to your statement that wood alcohol selling at 50 cents per gallon is far better adapted to industrial use than denaturized grain alcohol at 35 cents per gallon, I need only say that the manufacturers using alcohol in their industries do not agree with you. If what you say is true, the wood alcohol would continue to be used instead of the 'inferior' denaturized alcohol, and conditions would remain as they are now. The best proof that denaturized ethyl alcohol is superior for most industrial purposes to wood alcohol, is found in the fact that in Germany nearly 60,000,000 gallons of denaturized alcohol are used annually, even though wood alcohol is sold at a lower price than in this country.

"The proposition for untaxed denaturized alcohol (not tax free pure alcohol) and a lower tax rate are in the interests of a great majority of the manufacturers and consumers of the country, and

are certain to become law in the near future, despite the opposition of a few interests which fear that they might be injured by such legislation.

Yours very truly,

"M. N. KLINE, *Chairman.*"

Messrs. Allen & Graham, of New York, have been in charge of the work of organizing the various interests demanding this legislation under the supervision of the "Committee of Manufacturers," and on behalf of this Committee they have conducted a campaign of education which has aroused the interest, not only of the manufacturers of medicinal and chemical products, but the larger interests of those manufacturers who use alcohol as a solvent in their various processes, and of those who desire to use it as a fuel for heating, lighting and power purposes. These include not only a large and influential number of manufacturers, but members of gun clubs and those interested in securing cheaper and better smokeless powder and ammunition; automobile, power boat and gasoline engine owners; the farmers, both as producers of the material from which the alcohol must be made, and as consumers of alcohol for lighting, heating, etc., and workers desirous of securing the increased employment which would follow the enactment of cheaper alcohol legislation. In addition, the endorsement of practically the entire press of the country, irrespective of political affiliation, and including the leading trade, agricultural and labor papers, has been secured. Your Chairman desires to give credit where it is due, and to say that in view of the very large amount of money which has necessarily been spent in this comprehensive campaign of education, he felt justified in giving a letter to this firm suggesting that contributions by our members should be made to a fund to defray the expenses of continuing this work, so far-reaching in its results, and which if continued in its full effectiveness, is certain to secure the enactment of the desired legislation.

II. PURE FOOD LEGISLATION.

It will be remembered that at the meeting in Boston, September 8 to 12, 1903, the following action was taken, instructing your Committee upon the subject of the National Pure Food Bill:

"In accordance with the Committee's suggestion the Board of Control recommends that the incoming Committee on Legislation give its support to any pure food bill introduced at the next session of Congress, provided the bill conforms to the measures which the Association has endorsed in the past."

These instructions limited us in our support to a bill similar to what has heretofore been known as the Brosius Bill, in which the application to drugs and medicines was limited to the following definition. The term "drug" was defined in that bill as including:

"All medicines and preparations recognized in the United States Pharmacopoeia for internal and external use."

Congressman Hepburn had charge of this bill in the House of Representatives and succeeded in having it passed on January 20th of this year. It was then sent to the Senate and referred to the Committee on Manufactures, of which the Hon. W. B. Heyburn is the Chairman. Your Committee learned that this Senate Committee proposed amplifying this definition, and the Chairman of your Committee, with the representatives of the Committee on Legislation of the Proprietary Association, and Mr. Gallagher and other representatives of the National Association of Retail Druggists, visited Washington and ascertained the cause for this proposed amplification of the term. In calling upon Senator McCumber, it was found that this change had been introduced in the Senate bill at the instigation of the following gentlemen, who appeared before the committee on January 20th, 1903: Charles Roome Parmele, manufacturer of proprietary specialties; Dr. Frank P. Foster, the author of Foster's Encyclopædic Medical Dictionary and editor New York Medical Journal; Prof. Smith Ely Jelliffe, professor in the College of Pharmacy, New York City, also editor of the Medical News; Mr. William J. Evans, representing McKesson & Robbins, drug manufacturers and wholesale druggists; the C. N. Crittenton Co.; Edward M. Johnson, representing the American Ferment Co., and Samuel Owen, representing Kress & Owen Manufacturing Co. The fact that any one representing the druggists or manufacturers of this country had appeared before the committee was somehow overlooked by your Committee on Legislation when making their report at the Bos-

ton meeting, and not known by us until our attention was called to it by Senator McCumber when he was called upon late in January, 1904. These gentlemen at this hearing argued in favor of the following definition of the term "drug:"

"That the term 'drug,' as used in this act, shall include all medicines and preparations recognized in the United States Pharmacopoeia for internal or external use; also any substance intended to be used for the cure, mitigation or prevention of disease, whether such substance shall be of animal, vegetable, or mineral origin; whether in the form of a solid, a liquid, a vapor or a gas; whether a crude natural product, a prepared product, a chemical element, a natural or artificial combination of elements, a solution, a mixture, or any other medicinal preparation."

The principal object they had in view was to prevent the manufacture and sale of substitute articles for the pharmaceutical specialties in which they were interested. They also had the support of the following firms, who wrote letters in favor of this amendment: Battle & Co., The Sultan Drug Co., The Peacock Chemical Co., all of St. Louis.

The hearing resulted in the adoption by the committee, of which Senator McCumber was then the Chairman, of the following addition to the definition of the term "drug" in the Hepburn Bill:

"Also any substance intended to be used for the cure, mitigation, or prevention of disease."

It was in this form that your Committee found it in the Senate bill. The Hepburn Bill was amended in many other particulars by this Committee on Manufactures, but the only change that we were interested in was the above referred to amplification of the definition of the term "drug."

An effort was at once inaugurated by the three associations interested in this portion of the bill to secure a modification, and under date of February 2d, your Chairman addressed the following communication to Senator Heyburn, embodying our reasons for protesting against this change in the bill:

"Dear Sir—As promised Senator McCumber, in an interview I had with him on the evening of January 20th and the morning of January 21st, in reference to the Pure Food Bill, known as S. 198, I beg herewith to present, as Chairman of the Committee

on Legislation of the National Wholesale Druggists' Association, an objection to one feature of the bill.

"Let me state first that the Association which I represent has interested itself in pure food legislation during all the years that such measures have been under consideration in your body; that the very first bill I have any knowledge of, presented by Senator Paddock, received our earnest attention, and was modified in several particulars upon suggestions which came from members of our body; that personally and as Chairman of this Committee, I was present and took an active part in the framing of what was known as the Brosius Bill by the various Food Congresses at their several meetings; that the members of our organization at each annual meeting present full reports upon the subject of adulteration and our influence has uniformly been in the direction of minimizing drug, and, so far as it lies in our province, food adulteration.

"The drug organizations of the United States, including ours, have had a large share in the work of building up the sentiment in favor of a national pure food and drug law, and they have done this in spite of the fact that even the most moderate law of this character would necessarily impose upon their members numerous burdens and the necessity for constant vigilance. The demand for such a law—so far as drugs are concerned—is based upon the desire of the medical and pharmaceutical professions that prescriptions when filled shall comply in all respects as to strength and quality, with the expectations of the physician who writes them.

"At the last meeting of this organization, held in the city of Boston, September 8 to 12, 1903, after the report of the Committee on Legislation was submitted, the Board of Control brought in the following as part of its report, which was unanimously adopted:

"In accordance with the Committee's suggestion, the Board recommends that the incoming Committee on Legislation give its support to any pure food bill introduced at the next session of Congress, provided the bill conforms to the measures which the Association has endorsed in the past."

"The proviso limits our endorsement to a bill conforming in the main to what was originally known as the Brosius Bill, and

what was later known as the Hepburn Bill, which passed the House last year, and again passed the house on January 20, 1904. In that bill the term 'drug' is defined as including:

"'All medicines and preparations recognized in the United States Pharmacopoeia for internal and external use.'

"This is also the language used in Bill 'H. R. 6295, introduced in your honorable body January 21st, 1904. In the McCumber Bill this definition of the term 'drug' is amplified by the following:

"'Also any substance intended to be used for the cure, mitigation, or prevention of disease.'

"Our protest is against the introduction of these additional lines for the following reasons:

"As stated in a similar protest emanating from the National Association of Retail Druggists, representing 40,000 retail druggists, 'American people are always fearful in regard to legislation which may mean inquisition as to their methods of doing business, and which may mean the placing of them at the mercy of this or that inspection. You will also recognize the fact that there have been unfortunate experiences in the past which may more or less justify such apprehension. Despite all this and anxious to obtain the highest possible results, our Association stands today unanimously for legislation, based upon the definition of 'drugs' which limits such definition to medicines and preparations recognized in the United States Pharmacopoeia for internal and external use.'

"The definition used in the Hepburn Bill confines the application of this law to articles which have a well defined standard recognized in the United States Pharmacopoeia, which is uniform throughout the United States. This has for nearly a century been the legal standard for medicines. The standards are well known and thoroughly recognized everywhere. The various state laws have recognized this fact by almost invariably confining themselves to the regulation of this class of medicines. Therefore we believe that the national law should in its initiative at least be likewise restricted.

"If the above addition to the definition of the term 'drug' is admitted, all substances used for the cure, mitigation, or prevention of disease are subject to inspection, but none of these outside

of officinal ones have any standard. Therefore, to apply this portion of the bill would lead to innumerable annoyances without practically accomplishing anything of value to the community.

"Take, for example, a porous plaster. One manufacturer in the East may fix a standard for his plaster, while another manufacturer in the Middle West, and still another in the far West, may have different standards. How is the inspector in California to act in reference to the plaster manufactured in New York and offered in San Francisco, but differing from the standard of the San Francisco manufacturer? This illustration might be multiplied by the thousands.

"This provision of the statute as applied to many medicines would invite controversy in every state and territory and would furnish a most fruitful field for a class of mischief-makers, who unfortunately are to be found in many, if not all, communities.

"Experience under state statutes far less sweeping than Senate Bill 198 has already repeatedly demonstrated to both wholesale and retail druggists the dangers and pitfalls of such legislation when applied to Pharmacopoeia drugs only, but when it is proposed to extend this bill to practically everything on the shelves of the drug store, both branches feel that the burdens and risks are far greater than should be imposed upon them.

The large line of what may properly be denominated family medicines would come within the scope, and yet for the most part there would be no possible standard upon which to proceed, and while this feature would undoubtedly result in great hardship in many cases, it would never succeed, so far as we can understand, in fixing a uniform standard, and as that must be the aim and object of such a law, we fail to see why the trade should be alarmed by its introduction and aroused to an opposition to the bill, which even if successfully enacted into a law, could accomplish no possible good.

"The friends of pure food legislation have labored long and earnestly to secure the passage, both by the House and the Senate, of a bill. The Hepburn bill has met with the approval of nearly all, if not all, the interests of the country. We are desirous that the legislation shall be completed by having your honorable body pass a bill similar to this, restricting its applica-

tion to that which is practical and to that which will not arouse unnecessary and useless opposition.

"We feel sure that both in the interest of such legislation, and certainly for the protection of the wholesale and retail druggists of this country, the words under the definition of the term 'drug,' above referred to, should be eliminated from the bill, and in behalf of both of the interests I represent, which are unanimous upon this question, I earnestly petition that this be done."

A hearing before this Committee was secured on February 11th, 1904, and at this hearing the Proprietary Association was represented by its attorney, Mr. George L. Douglass; the American Pharmaceutical Association by Mr. Henry, who filed a memorial signed by him as Chairman and by Mr. Albert E. Ebert as Secretary of the Committee on Legislation of that association; the National Association of Retail Druggists was represented by Mr. John C. Gallagher, a member of their Committee on Legislation, and by Mr. Errant, their attorney; and the National Wholesale Druggists' Association was represented by your Chairman. The argument made by your Chairman was substantially that covered in the above communication.

Prior to this hearing, after explaining the far-reaching results of the proposed amendment, we secured the withdrawal of the support of practically every one of the gentlemen who had appeared in its favor on January 20, 1903, and at the close of the hearing Senator McCumber moved that the amplification of the term "drug" to which we objected, be stricken out. Action upon this motion was deferred, and the Committee had several subsequent hearings, and finally, on Saturday, March 5th, reported the bill favorably, with the amplification retained.

Under date of March 10th your Committee sent a communication to the members of our Association calling their attention to this action and asking each member to use his influence to secure the striking out of this objectionable amendment.

The bill was not finally reached on the calendar, but on April 6th Senator Heyburn made a speech in its support, while discussion was had under which the Secretary of Agriculture was asked to make a report to the Senate of all investigations of adulterated

foods, drugs and liquors. To prove how limited a comprehension Senator Heyburn had of the true situation, we quote one extract from this remarkable speech:

"The object of adding that provision was this: The United States Pharmacopoeia has at times been published every ten years. I have here two volumes of that publication, that of 1880 and that of 1890. The volume of 1890 has increased the number of articles within its mention about 25 per cent.; in other words, between 1880 and 1890 there came into use about 25 per cent. additional drugs and medicines that were not classified and the standard of which was not fixed by the Pharmacopoeia of 1880. The last publication of this book was fourteen years ago and all medicines and drugs that have come into use in the interval would not come within the scope of this law if we were to confine ourselves in determining standards by which the pure drugs could be determined to the Pharmacopoeia of 1890. I know that some of those who have been before the committee have stated that a new volume of this publication was being prepared, and when the question was asked why it was now four years behind time, they were unable to answer. I will say that in my judgment, if this new law were passed now, as proposed, without this additional provision, there never would be another volume of this publication issued."

An effort will doubtless be made to pass this bill at the next meeting of Congress, with the objectionable definition.

The interest of the medical profession in this legislation has been secured upon the representation that it would result in fixing a standard for proprietary medicines. Those who really understand the situation can see at a glance that no such result could possibly be secured, and that the retail and wholesale druggists of this country would be subjected to an espionage and inquisition which would prove intolerable as well as absolutely ineffectual, and therefore we must be prepared not only to rally to our support the members of both branches of the trade in opposing this feature of the bill, but must endeavor to enlighten the physicians upon this subject, as their present information is absolutely incorrect and the reasons assigned why they should support it are

about as well founded as the statement above quoted from Senator Heyburn's speech with regard to the revision of the Pharmacopoeia.

III. AMENDMENT OF THE PATENT LAWS.

As is well known to our members, the National Association of Retail Druggists Committee has been actively at work in attempting to secure an amendment to our patent laws, and this took shape in a bill known as the Mann Bill, and your Chairman was invited to attend a hearing of the House Committee on Patents on the 13th of April of this year to support the provisions of this bill. The hearing was largely attended by representatives of the retail druggists, including the President of the National Association of Retail Druggists; Mr. Beck, the Chairman of the Committee on Legislation; Mr. Gallagher, Chairman of the Committee on Patents and Trade Marks of the National Association of Retail Druggists; Prof. Remington, of the Philadelphia College of Pharmacy; Mr. Cliffe, representing the Pennsylvania Pharmaceutical Association, and others.

Representative Mann, the author of the bill, stated that it embodies three important changes in existing law: First, providing that no patent shall be granted to a citizen of any foreign country which does not grant a corresponding patent to a citizen of the United States; second, providing that no patent shall be granted upon any drug, medicine, or medicinal chemical, except in so far as the same relates to a definite process for the preparation of such drug, medicine or medicinal chemical; and, third, stipulating that in case any drug, medicine or medicinal chemical on which a patent has been granted is not manufactured in the United States within two years of the granting of such patent, the patentee shall have no right under the patent laws of the United States as against any citizen who may import such drug, medicine or medicinal chemical.

Your Chairman in his argument before this committee, explained that he was not authorized by any action of this Association as taken at any of its meetings to speak officially upon the second provision above referred to, and while stating that

he favored it individually, he was not prepared to say that our Association took this position. He did feel authorized to support the first provision.

Subsequently this bill was reported, under date of April 26th, in an amended form, and is now on the House calendar in this form. The amended bill, which is H. R. 13,679, amends Section 4,886 of the Revised Statutes approved March 3, 1897, and provides, "that no patent shall be granted upon any drug, medicine or medicinal chemical except in so far as the same relates to a definite process for the preparation of said drug, medicine or medicinal chemical." In other words, it restricts the patenting of chemicals to processes.

In Section 2 it is provided that:

"No patent shall be granted on an application for patent for an invention or discovery, or a design which has been patented or described in a printed publication in this or any foreign country more than two years before the date of the actual filing of the application in this country, or which has been in public use or on sale in this country for more than two years prior to such filing. Provided, however, that in case any drug, medicine or medicinal chemical, on which a patent for a definite process for the preparation thereof has been granted on any application filed subsequent to the passage of this act, is not manufactured in the United States by or under authority of the patentee, within two years of the granting of said patent and after the commencement of said manufacture the same is not continuously carried on in the United States in such a manner that any persons desiring to use the article may obtain it from a manufacturing establishment in the United States, then said patentee shall have no rights under the patent laws of the United States as against any citizen of the United States who may import such drug, medicine or medicinal chemical into the United States, or who may produce or manufacture the same in the United States, or who may handle for sale or for use such article so imported or manufactured."

As we interpret this amended bill, its chief object will be to prevent the patenting of products in medicines and medicinal chemicals, and through this restriction it seeks to accomplish in this way and through the time limit what in the original bill was intended

to prevent the granting of a patent to a citizen of any foreign country which does not grant a corresponding patent to a citizen of the United States.

It would be well for this organization to instruct the incoming Committee on Legislation upon the point whether our organization is in favor of amending the patent laws to prevent patents being granted for products. Your Committee needs information upon this question.

Your Committee on Trade Marks will doubtless report in reference to the legislation looking towards a revision of the trade mark laws of the United States. We gave no attention to any of the bills upon this subject proposed during the last session, assuming of course that the Committee on Trade Marks would give that attention.

A communication addressed to the Secretary of our Association by one of our members, under date of September 2, 1903, calling our attention to their interest in some properly organized attempt to dispose of the menace to industrial enterprises from the borax monopoly, and expressing the hope that some steps will be taken in any proposed tariff legislation to relieve the buying community of this monopoly, was referred to this Committee, but as there has been no tariff legislation, nothing has been done in the matter.

Respectfully submitted,

M. N. KLINE, *Chairman.*

MR. KLINE: I know that the reading of this report occupied a great deal of time and the hour is late, but I think the Board of Control will hardly be able to act intelligently upon this question, which is really asked in the last paragraph, unless some discussion is had upon the report before it goes to the Board of Control. I hope an opportunity will be afforded to get an expression of opinion from the members either here or before the Board of Control, upon the question which I have to leave open, as I have no means of ascertaining whether the members of this or-

ganization are in favor of confining patents to processes and eliminating entirely product patents. I have here a lot of literature which any of you are welcome to look over, or copies of which will be mailed to any member who applies for same, giving very full information in reference to this matter of alcohol legislation which is going to be pressed at the coming session of Congress.

PRESIDENT SHOEMAKER: Gentlemen, you have heard this very valuable report of the Committee on Legislation, treating of the work done during the past year. The report itself will take the usual course and be referred to the Board of Control, but I should like to know what your desire is in regard to the question brought up by the Chairman of the Committee. Do you wish now to discuss the subject, or shall we appoint a special hour tomorrow morning for such discussion after the other subjects assigned for special hours have been disposed of?

MR. D. R. NOYES: We have been here for three hours steadily. The report is very interesting, but I should like to be able to take it up in a little more thorough manner than can be done at this time. I think it would be a good thing to consider this report as a special order of business tomorrow morning, after the other two subjects, which have been made the special business for tomorrow morning, have been disposed of.

PRESIDENT SHOEMAKER: Will you make a motion to that effect, Mr. Noyes?

MR. NOYES: I do; that the subjects referred to in the

report of the Committee on Legislation shall be discussed tomorrow morning, following the reports already arranged for that session. I doubt very much if the report will be fully discussed, but the members should have an opportunity of discussing it.

MR. KLINE: I might add that the reason I ask that is this: The Board of Control may, perhaps, be thoroughly competent to bring in a resolution upon the question, but I feel certain that if I was on the Board of Control I would like to get light on the subject through a discussion on that one question, which I think is a very important one, and upon which I, personally, and I know the other members of the Committee, are not prepared to make a recommendation.

PRESIDENT SHOEMAKER: I agree with the Chairman on the Committee on Legislation as to the importance of this subject, and likewise the importance of having a discussion of the subject before action is taken by the Board of Control.

It is moved and seconded that the subject be made a special order for Wednesday morning, after the other subjects already provided for have been disposed of. (Carried.)

PRESIDENT SHOEMAKER: I again call attention to the special meeting tonight at 8:00 o'clock of the Proprietary Committee and remind you that the report of the Proprietary Committee will be the special order for 10:00 o'clock tomorrow morning; and after that the other special orders of business will be considered.

On motion, the convention adjourned until Wednesday morning.

THIRD SESSION

WEDNESDAY MORNING, NOVEMBER 16.

President Shoemaker called the meeting to order at 10:15 o'clock and announced the first business to be the reading of the minutes of the last session, which were read by Secretary Toms.

MR. M. N. KLINE: I notice that the minutes of the session of yesterday afternoon refer only to the question of patents in connection with the report of the Committee on Legislation being made the special order of business this morning. I think there is a difference of opinion with regard to the alcohol legislation; at least there may be, and I think the Board of Control would like to have that discussed as well as the patent law.

PRESIDENT SHOEMAKER: The Chair understood that the only subject to be discussed was the question whether patents should be issued on processes only or on products as well as processes.

Of course there is no objection to discussing any other feature if it is desired to do so.

If there is no further objection the minutes of the session of yesterday afternoon will be approved.

Under ordinary conditions the next order of business would be the report of the Proprietary Committee, but the Secretary has some announcements which he will make.

RECEPTION OF ADDITIONAL DELEGATES

SECRETARY TOMS: We have the credentials of Mr. J. T. Coulson as delegate from the Texas Pharmaceutical Association, and of Mr. Warren F. Dent, as delegate from the Alabama Pharmaceutical Association.

PRESIDENT SHOEMAKER: We should be glad to hear from these gentlemen. As they do not appear to be present the Secretary will proceed.

INVITATION FROM ASHEVILLE, N. C. FOR NEXT MEETING

SECRETARY TOMS: We also have a letter from the Board of Trade of Asheville, N. C., inviting the Association to hold the meeting of 1905 in that city.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the invitation extended to the Association to meet in Asheville, N. C., next year. This invitation will follow the usual course and be referred to the Committee on Time and Place.

The next order of business will be the report of the Committee on Proprietary Goods, Mr. John N. Carey, of Indianapolis, Chairman.

Mr. Carey read the following report:

REPORT OF COMMITTEE ON PROPRIETARY GOODS

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

Fortunately for the commercial interests of the country, the Presidential campaign through which we have passed during the last few months has not unsettled trade conditions or caused any

apparent decrease in the general business prosperity with which our nation has been favored for a number of years.

One of our enterprising trade journals recently published reports from many drug jobbers and manufacturers all over the United States, and it was gratifying to note that the writers very generally took an optimistic view of the present situation and future outlook.

It is confidently believed that the stability of the wholesale drug trade, as a rule, is largely due to the successful operation of the rebate or contract plan of selling proprietary medicines. This Committee is particularly charged with the duty of looking after the maintenance of this plan, which the experience of many years has proven to be of such great value to every wholesale druggist. Your Chairman is pleased to state that the reports received in the last few weeks from the members of the Committee, who are located in all the different sections of the country, indicate that the plan, generally speaking, is in good and sound condition. While some complaints of violations have been received during the year, they were usually found to be based upon rumor or suspicion. From his correspondence with the wholesale drug trade of the United States, your Chairman is convinced that never before have jobbers generally been so appreciative of the value of the rebate plan and so earnestly desirous of seeing it maintained in its integrity. There are one or two weak spots where jobbers may not be enjoying all the benefits they should and could derive from the operation of the plan, but this trouble is purely local and could be speedily corrected if those whose business is directly affected could be brought to realize that it is to their own interest to cooperate more closely.

It will be remembered that at the annual meeting of the National Association of Retail Druggists, at Washington, in October, 1903, a number of leading proprietors promised our retail friends to try certain plans of their own to aid the retailers in securing better prices in localities where ruinous cutting had long prevailed. As the conditions in the city of New York were peculiar, and as your Committee was anxious to do everything in its power to assist the proprietors and retailers in improving the situation, from both a wholesale and retail standpoint, your Chairman and

several members of the Committee, together with President Shoemaker, went to New York and had a conference on October 14, 1903, with representatives from several of the leading wholesale drug houses in that city. The result was that the full co-operation of the local jobbers was pledged to the proprietors in making their work in New York effective. It is to be regretted that although the proprietors made strenuous efforts, they did not succeed in putting their plans into operation in New York, for the reason that they could not secure the support of some of the large department stores in the great metropolis. Both the proprietors and retailers are to be congratulated, however, upon the fact that the work of the former did result in materially improving the retail conditions in quite a number of other important trade centers.

In our report last year we alluded to a small firm which was causing some local disturbance of wholesale conditions in Boston, by violating rebate prices and terms. This trouble was happily and speedily removed by the retirement of the firm in question from the wholesale drug business on November 10, 1903, and it is a pleasure to report that very greatly improved conditions have prevailed in Boston since that time.

Referring to the well-known Cincinnati firm, whose suit against this Association was decided in our favor last year, by the Court of Appeals of New York State, we regret to say that they still continue their opposition to the rebate plan, but the conditions in that territory are no worse than they have been for a number of years. Indeed, the scarcity of complaints from that section would indicate that the situation is gradually improving. In the spring of 1904 the Cincinnati firm filed the papers in a new suit, but the case has been allowed to rest, and its status will doubtless be reported by our Committee on Suits.

Among the unfortunate victims of the tremendous conflagration which raged in the city of Baltimore on February the 7th and 8th, 1904, consuming millions of dollars' worth of property, were three prominent wholesale drug firms, who are members of this Association. Their places of business were entirely destroyed, but it was very gratifying to their friends that two of them were able to resume operations so promptly in other buildings. The other firm retired from business, and your Chairman knows that

he voiced the sentiments of our entire membership when he wrote these firms expressing deep sympathy with them in the severe trials through which they passed.

As authorized by the Association last year, your Committee has revised the rebate list, a new edition of which, consisting of 4,000 copies, was published in June, 1904. Owing to the addition of numerous schedules and the increased cost of printing, your Committee decided to advance the members' price of the book to 40 cents, the price to non-members being allowed to remain at 50 cents. About 3,000 copies have already been distributed, and the revenue so far received from sales is somewhat in excess of the total cost of the edition.

The delay in the publication of the book was due to the very active efforts made by us to secure the adoption of the rebate plan by additional proprietors. Our work in this direction was quite successful, as will be shown by the following list of additions during the year :

Beggs Mfg. Co., Chicago.
 Bendiner & Schlesinger, New York.
 Bickmore Gall Cure Co., Old Town, Me.
 Blood Balm Co., Atlanta, Ga.
 Blood Wine Medicine Co., Worcester, Mass.
 Dr. A. W. Chase Medicine Co., Buffalo, N. Y.
 Coca-Cola Co., Atlanta, Ga.
 Duquesne Distributing Co., Harnmarville, Pa.
 Fairchild Bros. & Foster, New York.
 Foley & Co., Chicago.
 French Lick Springs Hotel Co., French Lick, Ind.
 Graves Tooth Powder Co., Chicago.
 Dr. W. F. Gray & Co., Nashville, Tenn.
 Lester H. Greene Co., Montpelier, Vt.
 Haltiwanger-Taylor Drug Co., Atlanta, Ga.
 Dr. G. W. Hilton, Lowell, Mass.
 Johnston, Holloway & Co., Philadelphia.
 Katharmon Chemical Co., St. Louis.
 Kondon Mfg. Co., Minneapolis.
 Liquid Ozone Co., Chicago.
 Ozomoru Chemical Co., Omaha, Neb.

Paracamph Co., Louisville, Ky.
Wm. Radam Microbe Killer Co., New York.
Ripans Chemical Co., New York.
E. E. Sutherland Medicine Co., Paducah, Ky.
West Baden Springs Water Co., West Baden, Ind.
Yucca Co., Wichita, Kans., and Buffalo, N. Y.

The tripartite plan was also adopted by the following proprietors, whose schedules were included in the new book:

Brown Mfg. Co., Greeneville, Tenn., and St. Louis, Mo.
H. E. Bucklen & Co., Chicago.
John B. Daniel, Atlanta, Ga.
Glessner Medicine Co., Findlay, Ohio.
Hamlin's Wizard Oil Co., Chicago.
Zoa Phora Co., Kalamazoo, Mich.

In addition to the above the tripartite plan was adopted by the following proprietors, whose preparations were formerly sold on the rebate plan:

Cal-Cura Co., Kingston, N. Y.
Dr. J. A. Greene, Boston, Mass.
Dr. David Kennedy's Sons, Rondout, N. Y.

This Committee addressed itself particularly during the year to the important work of procuring additional compensation for the jobber from certain proprietors, and we are glad to be able to report that the following have increased their wholesale discount:

Antikamnia Chemical Co., St. Louis (vestpocket size).
French Lick Springs Hotel Co., French Lick, Ind.
R. W. Gardner, New York.
Horlick's Food Co., Racine, Wis.
Dr. D. Jayne & Son, Philadelphia.
Katharmon Chemical Co., St. Louis.
Radway & Co., New York.
Wells & Richardson Co., Burlington, Vt.
Orator F. Woodward, Le Roy, N. Y.

When the Liquid Ozone Co., after much solicitation on the part of this Committee, adopted the rebate plan, they at first changed their terms by reducing their wholesale discount from 10 and 5 per

cent. to 10 and 2 per cent., claiming that this was sufficient compensation to jobbers for handling goods which enjoyed so large a sale as their article, but we are pleased to state that through our efforts they were persuaded to continue their discount at 10 and 5 per cent. There were some other proprietors who revised their terms so as to reduce their wholesale discount, but we induced them to recede from their position promptly.

The proprietors who have adopted the rebate and tripartite plans, as well as those who have increased their compensation to the jobber, deserve the gratitude and hearty co-operation of the wholesale trade. It is earnestly hoped that their example will be followed by other proprietors whose allowance to the jobber is insufficient to provide him with even a slight profit on their goods.

In taking up these matters with the proprietors, your Committee has received valuable assistance from the Secretaries of local Associations and also from representative jobbers in localities where no regular organizations exist. The success of our efforts in this direction demonstrates what can be accomplished by concurrent action on the part of the individual members of the wholesale drug trade.

Our relations with the National Association of Retail Druggists during the past year have been of the most cordial character, and there is no question that we have been of great help to each other. We naturally desire the prosperity of our retail friends and have always been glad to do everything in our power to aid them in securing improved conditions in their midst.

When certain manufacturers put the tripartite plan into operation upon their goods, the jobbers individually and voluntarily decided to discontinue selling such goods to aggressive cutters, because they felt that this policy was in the interest of the retail trade. In return we had a right to expect that they would naturally reciprocate by purchasing their supplies through their allies, the jobbers. The great majority of them have done so, but it is to be regretted that there are many retail druggists who do not seem disposed to show any appreciation of the sacrifices made by jobbers in behalf of the retail trade. This is indicated by the existence of numerous "buying clubs," which purchase direct from the manufacturers, whenever possible, and divide the goods

among the retailers who constitute their membership. It is not fair to ask and receive valuable assistance from the jobber without giving him in return the support to which he is entitled. Attention is called to this matter in the hope that our retail friends who desire and appreciate the help of the jobbers will use their influence to discourage the formation of "buying clubs."

In this connection we also desire to enter our earnest protest against the practice of some proprietors who do not hesitate to disregard their own terms by selling at best prices to individual retailers, to buying clubs and to other parties whose business is not of such a character as to justify their being treated as regular jobbers.

The wholesale druggists are an important factor in any plan intended for the betterment of the drug trade, and they are entitled to the same consideration as either the retailers or the manufacturers.

The agitation in favor of the direct contract and serial numbering plan has been continued by the National Association of Retail Druggists during the past year, and last summer this plan was adopted by the Milks Emulsion Co., of Terre Haute, Ind. In accordance with the action taken by the National Wholesale Druggists' Association, at Boston, in 1903, the contract of this company was considered and favorably passed upon by a subcommittee from this Committee, consisting of Messrs. Walding, Peter, Hall and Morrisson in addition to the Chairman. As the Milks Emulsion Co.'s wholesale discount was already a very liberal one, there was no occasion to ask them for additional compensation, and your Chairman therefore issued a circular on September 17, 1904, recommending that their contract be signed by the jobbers in the comparatively limited territory in which the goods of this company are sold.

The annual meeting of the National Association of Retail Druggists, which was held in St. Louis last month, was the largest and most important in the history of that organization. Our retail friends are to be congratulated upon the wonderful growth of their Association, which has become a powerful factor in the drug trade in the short space of six years. The National Association of Retail Druggists has been extremely fortunate in having for its

executive officers throughout its existence able men of marked wisdom and conservatism. To their careful management of the affairs of the Association are due the splendid results which the organization has achieved for its members, and with a continuation of their wise policies we predict for them a still greater measure of strength and usefulness. It is undoubtedly to the best interest of both the wholesale and retail drug trade that the extremely harmonious relations which have always existed between the National Wholesale Druggists' Association and the National Association of Retail Druggists should be preserved indefinitely, for it is only by cordial and genuine co-operation between jobbers and retailers that the drug business can be made profitable and satisfactory.

The National Association of Retail Druggists meeting in St. Louis was made memorable by the announcement of two leading proprietors that they had decided to adopt the direct contract and serial numbering plan, although not at full retail prices. One of these proprietors, the Peruna Drug Mfg. Co., fixed the minimum price of their \$1.00 articles at 83 cents, while the other, the Wells & Richardson Co., established their minimum price at 90 cents. The retailers realized that it would not be to the interest of these proprietors to advance their prices at once to the full figure, especially in the large cities, where deep cutting has prevailed so long, and their propositions were accepted by the convention with great enthusiasm.

The Wells & Richardson Company very justly recognized the fact that the jobber is entitled to additional compensation for the extra labor and expense to which he is subjected under this plan, and promptly decided to increase their wholesale discount to 10 and 5 per cent. They also complied with the wishes of the jobbers, as expressed in the resolutions passed at Boston last year, by submitting their proposed new contract to a sub-committee from this Committee, consisting of Messrs. Faxon, Eliel, Walding and Peter, in addition to your Chairman. The sub-committee finding that the contract was in satisfactory shape, promptly and unanimously decided to recommend that jobbers sign it without delay, and this information was conveyed by your Chairman in the following circular to the wholesale drug trade on November 5:

“INDIANAPOLIS, November 5, 1904.

“To the Wholesale Drug Trade:

“The Wells & Richardson Co., of Burlington, Vt., who recently announced their intention to adopt the direct contract and serial numbering plan, have submitted their proposed wholesale agency contract to a sub-committee from this Committee, in accordance with the resolution passed by the National Wholesale Druggists’ Association, at Boston, in September, 1903.

“It gives us pleasure to state that the Wells & Richardson Co. have increased their wholesale discount to 10 and 5 per cent., thus providing additional compensation to jobbers for the extra labor and expense devolving upon them under this plan.

“Their discount on Diamond Dyes will remain 14 and 5 per cent., as at present, but the dyes will not be serially numbered and jobbers will not be required to keep a record of their sales of this particular item.

“As the Wells & Richardson Co.’s action accords with the Boston resolutions, and as their adoption of this plan has been approved by the National Association of Retail Druggists, our sub-committee, after careful consideration, cheerfully recommends that jobbers promptly sign the Wells & Richardson Co.’s contract and give them full co-operation. They will at once send their contracts to the jobbers and request their signatures without delay, but they will not put the plan into effect until they furnish the jobbers with a list of their retail agents, whose signatures are now being secured to their contracts. In the meantime, their goods will remain on the tripartite and rebate plans as at present.

“The sub-committee hopes that all jobbers will sign and return the Wells & Richardson Co.’s contract to them as soon as received.

“Yours very truly,

“JOHN N. CAREY, *Chairman.*”

The Peruna Drug Mfg. Co. sent out their new contract to the wholesale trade without giving us an opportunity to see it in advance, but it was afterward considered by the same sub-committee that passed upon the Wells & Richardson Co.’s contract. In response to our request the Peruna Co. modified it by eliminating

the monetary penalty clause and making certain amendments which were desirable. They firmly declined, however, to grant our urgent appeals for additional compensation. The present average compensation of the jobber who buys Peruna in carloads is less than 10 per cent., while the jobber who buys in less than carloads receives an average compensation of only about 6 per cent. Such being the facts, the sub-committee did not feel authorized, under the terms of the Boston resolutions, to recommend that jobbers sign the contract at this time, and your Chairman therefore wrote to the Peruna Co., on November 4, as follows:

INDIANAPOLIS, November 4, 1904.

"Peruna Drug Mfg. Co., Columbus, Ohio:

"Gentlemen—I duly submitted to your sub-committee the modifications made by you in your wholesale contract, and after giving the matter very careful consideration, the members of the committee are unanimously of the opinion that on account of your failure to grant additional compensation to the jobber, they do not feel authorized, under the terms of the resolutions adopted by the National Wholesale Druggists' Association at Boston last year, to recommend that jobbers sign your contract in its present shape. For this reason the matter will be referred to the Association at its annual meeting in New Orleans during the week of November 14, for such action as it may deem best.

"We sincerely trust that you will be represented at the meeting, and that your representative will be empowered to act for you.

"Sincerely hoping that the existing differences will be adjusted to the satisfaction of all concerned, I remain, with kind regards,

"Yours very truly,

"JOHN N. CAREY, *Chairman.*"

On the same date your Chairman wrote them another letter, which speaks for itself, as follows:

INDIANAPOLIS, November 4, 1904.

"Peruna Drug Mfg. Co., Columbus, Ohio:

"Gentlemen—Your circular letter of the 3d, stating that any further orders from wholesale druggists for your goods must be accompanied by signed contract, has been received by my firm,

the Daniel Stewart Co. In view of the fact that our sub-committee cannot see its way clear to recommend that jobbers sign your contract in its present shape, and also in view of the fact that it will not be practicable for you to secure the signatures of a sufficient number of retail druggists for some weeks, thus necessitating a considerable delay in putting the plan into effect, would it not be to the mutual interest of yourselves and your wholesale distributors for you to continue filling legitimate orders until this matter can be considered at the New Orleans meeting of the National Wholesale Druggists' Association? This meeting is so near at hand that it really seems to me that your interest would not be jeopardized in the least degree by delaying the matter until that time.

"I make this suggestion in the best of spirit and with the kindest feelings toward your company, my only object being to preserve harmony between your good selves and your wholesale distributors.

"Trusting that it will meet with your approval, I remain,

"Yours very truly,

"JOHN N. CAREY, *Chairman.*"

The following circular was also issued to the trade on November 5:

"INDIANAPOLIS, November 5, 1904.

"To the Wholesale Drug Trade:

"Referring to the Peruna Drug Mfg. Co.'s adoption of the direct contract and serial numbering plan, their new wholesale contract has received the most careful consideration of our sub-committee. While the Peruna Co. made certain modifications requested by us in the wording of their contract, they declined to grant any additional compensation to jobbers for the extra labor and expense to which they will be subjected. Under the terms of the resolutions passed by the National Wholesale Druggists' Association at Boston last year, the sub-committee has no authority to recommend that wholesale druggists sign the Peruna Co.'s contract unless they increase their compensation to the jobber.

"This matter, as well as the proposed contracts of several other prominent proprietors who have announced their intention to adopt a serial numbering plan at an early date, will undoubtedly come up for discussion and action at the approaching meeting of this Association, which will be held in New Orleans at the Hotel St. Charles during the week of November 14.

"As the welfare of the entire wholesale drug trade is vitally affected by these and several other matters of special interest at this time, it is extremely desirable that there should be a full attendance of jobbers from every section of the United States. All wholesale druggists, whether members of the National Wholesale Druggists' Association or not, are earnestly urged to be represented at the meeting, which will unquestionably be one of the most important in the history of the trade. Those who are not members will receive a hearty welcome and be given every opportunity to express their views.

"Jobbers who fail to attend the meeting should not complain if the action taken there does not meet with their approval. Be sure to come to the convention and help to consider these questions, which are of such far-reaching importance to every wholesale druggist.

"Yours very truly,

"JOHN N. CAREY, *Chairman.*"

Your Committee earnestly hopes that an amicable adjustment may be reached with the Peruna Drug Mfg. Co., whose relations with the wholesale drug trade have always been so pleasant. In view of the extremely small margin now allowed us by the Peruna Co. it is unreasonable for them to demand that their wholesale distributors shall incur the extra labor and expense devolving upon them under the direct contract and serial numbering plan without giving them additional compensation. With this explanation the matter is referred to the Association for such action as it may see fit to take.

The other proprietors alluded to in the foregoing circular are the World's Dispensary Medical Association, the Piso Co., the California Fig Syrup Co., Dr. Kilmer & Co., the Paris Medicine Co. and the Dr. Shoop Family Medicine Co. It was announced on behalf of these proprietors at the St. Louis meeting of the Na-

tional Association of Retail Druggists, that they proposed to adopt a serial numbering plan without taking direct contracts from the retailers. Under this plan the jobber will be required to keep a record of his sales of the serially numbered goods of these proprietors, but there will be no list of retail agents for him to consult before filling orders. He will only be required to refuse the goods of these proprietors to aggressive cutters and such other parties as may be designated by the proprietors, according to the list which will be furnished by each of them to the jobber, thus materially reducing the extra work devolving upon him. This plan will undoubtedly prove beneficial to the jobber as well as the retailer, because it will make it easier to trace the sources from which cutters, both wholesale and retail, obtain their supplies.

Up to this time the new contracts of none of these proprietors have been sent to the wholesale trade, and the World's Dispensary Medical Association is the only one that has submitted its proposed contract to your Committee. This contract provides for a monetary penalty for each violation by the jobber and also provides for the cancellation of the contract at the discretion of the proprietor. We endeavored by correspondence with the World's Dispensary Medical Association to secure the elimination of the monetary penalty clause, but without success. Our feeling is that the withdrawal of the wholesale agency is the severest penalty that could be inflicted upon any jobber who violates the contract, and that this provision alone is sufficient.

The wholesale discount of the World's Dispensary Medical Association is now 10 and 3 per cent., and your Chairman was recently informed by them that it is not their intention to grant the jobber any increase under the new plan.

This matter is also referred to the Association for its consideration.

The present wholesale discount of one of the other five proprietors is only 10 and 2 per cent. Of the remaining four, not less than 10 and 5 per cent. is now allowed to the jobber by all except one, who has written your Chairman that he expects to grant an increase to his wholesale distributors when he puts his new plan into operation.

Your Chairman has written the World's Dispensary Medical Association and the other five proprietors inviting them to have representatives at this meeting with power to act for them. We feel sure that after consultation everything can be arranged to the mutual satisfaction of these proprietors and their wholesale distributors.

These questions are of vital importance to every drug jobber, and it was for this reason that your Chairman urged the attendance at this meeting of wholesale druggists generally, whether members of the Association or not. We hope that some of those who are not members may be present, and if so, we earnestly urge them to submit their applications for membership, so that they can be elected at this meeting. The valuable benefits accruing from the work of the National Wholesale Druggists' Association are shared alike by all wholesale druggists. Every jobber should be a member and give his fellowship and financial support to an organization which is of inestimable value to the entire wholesale drug trade.

Every drug jobber, no matter how small his business may be, derives each year from the operation of the rebate plan alone increased profits many times in excess of the amount he is asked to pay for annual dues. "In union there is strength," and if those jobbers who are not now members will join the Association, we can go forward with renewed courage and accomplish even greater things in the future than in the past.

In connection with the plans referred to above, your Chairman knows that he will have the hearty endorsement of wholesale druggists generally when he asserts that we are earnestly desirous of co-operating fully with our friends, the proprietors and retailers, in their efforts to make the retail drug business more profitable. We are ready and willing to aid them in carrying out the plans promulgated. All we ask is that the proprietors will allow us adequate compensation for the extra expense which will be entailed upon us. In view of the heavy cost of transacting the wholesale drug business and the very narrow margin upon which most proprietary medicines are now handled, it is only reasonable and fair that jobbers should be compensated for

the additional labor which all admit they will have to perform. The assistance of the jobber is necessary to make the plans successful, and certainly "the laborer is worthy of his hire."

At this time, when we are confronted with various plans which are to be tried and the result of which can only be demonstrated by actual experience, we desire to emphasize the importance and value to the wholesale drug trade of the rebate plan, which has stood the test of more than twenty years. While it is not infallible, it has served to keep our meager profits on proprietary medicines fairly steady, and the courts have repeatedly declared it to be entirely lawful. The rebate plan is the broad and strong foundation upon which all other contract plans are based, and we must see that it is preserved at all hazards. Whatever may happen in the future, we should resolve to stand firmly together as jobbers and "hold fast to that which we have."

The correspondence of your Committee's office has been heavier during the fourteen months which have elapsed since our last meeting than at any previous time. The Vice-Chairman, Mr. Holliday, has made many trips during the year in the performance of his duties. He has also attended the meetings of nearly all the local Associations, and it is believed that his visits to them have been productive of much good, because we have been able to secure in this way a larger measure of co-operation among the members of the trade upon matters of mutual interest than would have been possible by correspondence between the local secretaries.

In conclusion, your Chairman is pleased to acknowledge his sense of obligation to both Vice-Chairman Holliday and Secretary Toms for their faithful and efficient services during the year.

Respectfully submitted,

JOHN N. CAREY, *Chairman.*

DANIEL R. NOYES,

L. A. LANGE,

E. D. TAYLOR,

W. J. WALDING,

M. C. PETER,

W. J. MURRAY,

CHAS. S. MARTIN,

M. N. KLINE,

C. F. MICHAELS,

J. C. ELIEL,

JAMES W. MORRISON,

C. F. WELLER,

H. B. FAIRCHILD,

THEO. F. MEYER,

W. A. HOVER,

FRED. L. CARTER.

Mr. Carey also read the following

SUPPLEMENTARY REPORT OF COMMITTEE ON PROPRIETARY GOODS

To the National Wholesale Druggists' Association:

It gives us great pleasure to state that since our annual report was written, the Peruna Drug Mfg. Co. have voluntarily taken such action as will make their wholesale terms entirely satisfactory, and we, therefore, cheerfully recommend that their contract should be promptly signed by all drug jobbers. We feel sure that the trade will warmly appreciate the action of the Peruna Company, and we bespeak for them the hearty co-operation of jobbers generally.

Respectfully submitted,

JOHN N. CAREY, *Chairman.*

MR. CAREY: Gentlemen, there is one thing more I wish to say. I think it is due the Peruna Drug Manufacturing Company that each wholesale house assist the Peruna Company in obtaining the signatures of the retail druggists to its agreements. I understand that each wholesale druggist will be supplied with a number of the blank forms of contract with the retail druggists and we can materially aid the Peruna people if we will have our traveling salesmen take these contracts with them and have them signed as they pass about among their customers. I thank you. (Applause.)

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Committee on Proprietary Goods, which is the most important Committee we have. It has been customary to refer this report to the Board of Control, and it will take the usual course.

The next special order of business this morning is the report of the Board of Control on the report of the Committee on Credits and Collections, which is now called for.

Mr. Evans, acting Chairman of the Board of Control, presented the following report:

REPORT OF BOARD OF CONTROL ON CREDITS AND COLLECTIONS

The lengthy and exceedingly interesting report of this Committee reflects great credit on them, indicating unusual care in their efforts to procure data upon which to present a report, and a very comprehensive grasp of detail in the arranging of information under suitable captions and thus simplifying the somewhat puzzling problem which you have heard discussed.

The Board agrees with the Committee that radical changes in business methods cannot be forced abruptly, and that the proper

method to employ in bringing about desired changes can only be arrived at as the result of such changes of sentiment as are reported by the various members from time to time.

Under the caption of "Bankruptcy" the Board heartily concurs in the possibility of good work being done by the establishing of local bureaus and suggests the wisdom of having the Chairman of this Committee submit in detail the workings of the Denver bureau to individual members of this Association, who, in turn, can take the matter up with the various local credit organizations with which they are affiliated, with the eventual end of establishing such bureaus throughout the entire country, and which would be of inestimable value to all classes of merchants.

THE CREDIT MAN AND THE TRAVELER

The Board heartily approves of the suggestion that the relations between the Credit Department and the salesmen be cemented most closely, as from such association will come some of the most valuable information to which the credit man has access.

CREDIT INSURANCE

The thoroughness of investigation as to credit insurance, the results of which are submitted, is indicated by the voluminous report on this subject, and the Board agrees with this Committee that members who have their interest in credit insurance, aroused by the solicitors of the various insuring companies, should review the report of the Committee.

UNIFORM TERMS AND DISCOUNTS

Under this caption is treated the most important subject which has been submitted to your Committee on Credits and Collections for their consideration, and the Board is gratified to be able to most heartily recommend the adoption of the resolutions offered by this Committee as follows:

"Whereas, This Association is repeatedly on record as favoring the principle of uniformity of terms as to time and discount in the selling of drugs and proprietary articles;

"Whereas, Local conditions prevailing in several sections of the country have in the past been of such character as to prevent unanimous action on the part of this organization;

"Whereas, It is recognized and conceded by the wholesale trade, irrespective of locality, that present prevailing conditions do not justify or warrant the further continuation of terms and discounts as established many years ago when then existing conditions were entirely different; and

"Whereas, The records of the Committee on Credits and Collections show that all of the several local organizations of wholesale druggists are now in harmony with the ideas of said Committee; further, that the leading representative houses of the wholesale drug trade, not affiliated with any one of the several local organizations, are on record as favoring the proposed change, provided same meets with the unanimous approval of this Association in convention assembled;

"Therefore be it Resolved, That it is the sense of this Association that the adoption of 30 days and 1 per cent. cash in 10 days, as being the established terms in the sale of drugs and proprietary articles, is not only wise but amply justified by sound commercial reasons and practice;

"Be it further Resolved, That we recommend to the wholesale trade that on and after January 1st, 1905, 30 days net or 1 per cent. cash in 10 days, shall become the general and recognized terms governing the sale of drugs and proprietary articles throughout the United States to be strictly maintained, and that any deviation therefrom shall be considered a violation of rebate contracts and obligations, as is now understood when a greater cash discount is allowed than the prevailing discount in the territory affected."

The Board concurs in the Committee's recommendation that in the event of the adoption of the foregoing resolution, the incoming Committee on Credits and Collections be instructed to notify the entire jobbing trade, as represented by the proprietary list of preferred buyers, of the action taken by the Association, and to follow up the same by circulars or correspondence as occasion may require.

In view of the extremely valuable results produced by the work of the Chairman of this Committee during the past year, especially in securing the acquiescence of the wholesale drug trade of the United States to uniform terms and discounts throughout the

entire country, the Board recommends that he be given a rising vote of thanks, as an evidence of our appreciation of his services.

PRESIDENT SHOEMAKER: You have heard the report of the Board of Control on the report of the Committee on Credits and Collections. What is your wish in regard to it?

DISCUSSION OF RESOLUTIONS FAVORING 30 DAYS
AND 1 PER CENT. FOR CASH

MR. M. N. KLINE, Philadelphia: To bring the matter before the meeting, I move the adoption of the report of the Board with the exception of the last recommendation, which I trust will be put to a separate vote in accordance with the suggestion of the Board of Control.

PRESIDENT SHOEMAKER: It is moved and seconded that the report presented by the Board of Control, with the exception of the last recommendation, which is to be treated separately, be adopted. (Motion carried.)

MR. W. A. HOVER, Denver: Mr. President, before taking any further action, for reasons best known to the Committee, the Committee would like very much to have the minutes of the meeting read that the resolutions were adopted without a single dissenting voice. I would like to have the minutes read that way, as well as the published proceedings, for the reason as stated.

PRESIDENT SHOEMAKER: The Chair regards that request as perfectly proper. The Chair heard no dissent-

ing voice and the Secretary is instructed to make a minute that the vote was carried unanimously without a dissenting voice.

MR. THEODORE F. MEYER, St. Louis: It was not my purpose to bring up any objection to this matter had it not been for Mr. Hover's request that special action be taken to make the record appear that the vote was passed without a dissenting voice.

PRESIDENT SHOEMAKER: Do you wish to place yourself on record in that respect?

MR. MEYER: I do.

MR. D. R. NOYES, St. Paul: I am in favor of what is recommended in the resolution and would rejoice to see it carried; but I recognize the fact, gained by a sad experience of many years, that to attempt to carry a plan of this kind through, may be a total failure; but possibly the circumstances have changed. It seems very desirable indeed, but the one condition, and the only condition, on which we could adhere to it, is that it will become general. Unless it becomes absolutely general, it will be a failure. If it does become general, and I hope it will, we are heartily in favor of it. I wish, therefore, to have it recorded that the only condition on which we accept it, is the general acceptance and carrying out of the same in good faith by all.

MR. J. C. ELIEL, Minneapolis: May I say just a word? If my recollection serves me, and I think it does, we have discussed this matter ever since the wet spring of '36. Mr. Kline, I think, will confirm what I say. In

view of the work done by the Chairman on Credits and Collections, work which few on this floor can appreciate or can know about, and in view of all that is behind it, if we cannot take favorable action on this question now, I want to move that the Committee on Credits and Collections be stricken from our list of committees so that hereafter we shall not ask any man to do this work for us without backing up his efforts. Now, no man in this convention, on his feet or in his seat, is so foolish as to suppose for one moment that we would ask any house whether a member of this organization or not to go into this movement unless it was unanimous, and unless all competitors in any given field were in line. Well, that is the condition as I understand it, practically today; and if there is a time when we can make this necessary change, that time is here and is now. What happened many years ago, as my esteemed neighbor says, is a different proposition. We are not living in the past, but in the present and in the future. We must look forward, but not backward. We can do this. We can do it with the aid of you gentlemen here, and we hope you will all express a willingness to help us. We need this change, as it will bring our business methods up to date. Let us do it, or let us quit talking about it.

MR. THEODORE F. MEYER: In order that I may not be misunderstood, I wish to say that Meyer Brothers Drug Co. does not wish to put anything in the way of carrying out this resolution contemplating terms of 30 days and 1 per cent on drugs and patent medicines, but we believe that it cannot be carried out. We believe

that there are certain houses which this Committee has not heard from who will not agree to it, and unless this plan is uniformly adopted, we do not believe that it is practicable to carry it out. We are not willing to be a party to any movement which is sure to be a failure after it has been inaugurated. We have been in such positions heretofore, and do not want to be placed there again.

MR. W. A. HOVER: May I ask Mr. Meyer as to the locality of the houses to which he has particular reference?

MR. MEYER: Texas more particularly.

MR. HOVER: In reply to Mr. Meyer's opposition in the matter of Texas, I desire to state that two years ago the Committee made a very thorough canvass of the situation in Texas, and at that time received replies from ten of the Texas houses, which were on the preferred jobbers' list. I think at that time there were only eleven, and we got favorable replies from ten of them. What the attitude of the eleventh house is I do not know, but the effect of this resolution, if adopted, is to establish the terms in Texas as 30 days and 1 per cent. The terms in Texas today are 60 days and 2 per cent. Under your rebate contracts today it is no violation of your rebate contract terms, if the wholesaler in Texas allows as a cash discount 2 per cent. if the bill is paid in ten days. If the terms now under consideration are adopted as the uniform terms throughout the United States, the terms are no longer 60 days and 2 per cent. in Texas on rebate

goods. A man who sells rebate goods in Texas after the adoption of this resolution, violates his rebate contracts, as he is violating the established terms, not only in Texas, but throughout the United States, if he goes contrary to this resolution. That is the situation so far as that particular house in Texas is concerned. The attitude of one house located in Texas or anywhere else should not affect the general action of this assembly when of the 179 members of the National Wholesale Druggists' Association, not any, with the exception of possibly one, is opposed to the proposed change. Gentlemen, one house should not be able to block what is conceded by every one, and, I have no doubt, by that house itself, to be what is proper and right. Now, Mr. President, I think you have misapprehended the position of Mr. Meyer on this question; I think I understand Mr. Meyer's position. The house of Meyer Bros. Drug Company, as represented by Mr. Meyer, while not favoring the question of uniform terms and discounts, on the basis of 30 days and 1 per cent., have stated, and Mr. Meyer, I think, still states that his house as an individual house will not take any adverse action on this matter. For reasons best known to the Committee it was necessary that the proceedings of this convention should show the adoption of this resolution by a unanimous vote without a dissenting voice. That is imperative, and I therefore hope, with the explanation given, that Mr. Meyer will now put himself on record, as he did in the Southern Drug Club the other day, when he stated that his house is opposed, for certain reasons, to the adoption of these terms, but that he will not stand in the way of the adoption of

these terms, provided the druggists of the United States want them.

MR. MEYER: I simply wish to say, as regards Mr. Hover's remarks, that it is true that we do not wish to stand in the way of having the resolution adopted. So far as proprietary medicines are concerned, we are perfectly willing to make the terms 30 days and 1 per cent. We are not affected by that any differently from any of you gentlemen who are doing a local business. Our patent medicine business is local, but we do a very large business in distant territories in drugs and kindred articles, and we do not want that business affected as it would be by the terms of 30 days and 1 per cent. Mr. Hover seems to be very anxious to get unanimous action. We are perfectly willing to withdraw our objection, with the understanding that if there be one house, whether it be located in Texas or in Oregon, or wherever it may be, which will not act in conformity with the resolution, that Meyer Brothers Drug Co. will not support it; that they will be the second house.

MR. GEORGE W. LATTIMER, Columbus, O: Is it not the understanding that these terms are to be adopted without a dissenting voice? I believe that a number of our members agreed to the adoption of these terms provided that the vote would be unanimous. If any single member opposes the resolution there will be several others who will, in consequence, also oppose it. Am I not right?

MR. HOVER: You must remember that there are

over four hundred different distributors of proprietary articles in this country. There is no man on earth who can make four hundred men think alike on any one proposition. On any question in regard to which you have the opposition boiled down to two or three you have accomplished all that is possible for any human being to accomplish, and that has been accomplished. There is no substantial objection to this plan anywhere. The house to which Mr. Meyer refers is not on record. We do not know where they stand. We have had no expression from them. There is no question in my mind but what the house referred to is amenable to the same influences that govern you gentlemen. The only other objection is from a small house on the Atlantic seaboard, in Virginia, who have never affiliated with the organization and do not know a thing about the aims and work of this Association, and not being in harmony with what has been done and is being done they may naturally think that their own interests are paramount, and certainly in this instance their wishes are not in accordance with the wishes of the entire drug trade in the United States. As to what may be the outcome of the matter in relation to that particular house I do not know; but I know that their immediate competitors are in attendance at this convention and are willing to adopt the terms irrespective of what that particular house may do.

MR. MEYER: That I may not be misunderstood, I wish to say that I know that the attitude of the Texas house referred to, and I know that it is opposed to the

plan and has always been opposed to it, and I believe it will always be opposed to it.

PRESIDENT SHOEMAKER: The Chair has permitted this discussion to go on and has been much interested in it, notwithstanding the fact that from a parliamentary standpoint it is entirely out of order. The Chair has felt from the beginning of this meeting that it was for the interest of the Association that parliamentary rules should be occasionally disregarded so far as the interest of the Association itself is concerned. It will be remembered that when this motion was put the Chair asked specifically for a discussion of the subject. No discussion was had, the motion was passed without a dissenting voice, and the record so stands. I am sure we have all been glad to hear the remarks which have so important a bearing on the case; but as long as the situation has not substantially changed we cannot alter the parliamentary condition of the vote on this motion, unless it is the wish of the Association that different action shall be taken. So far as the Chair can see, judging from the different statements which have been made, Mr. Meyer is willing to take the motion as it stands, and do the best he can with it. I am sure that is all that can be asked.

VOTE OF THANKS TO W. A. HOVER, CHAIRMAN COMMITTEE ON CREDITS AND COLLECTIONS

MR. M. N. KLINE: Mr. President, with regard to the closing recommendation that the thanks of the Association be tendered to the Chairman, I move you now

that a vote on that resolution be taken by a rising vote, as recommended by the Board of Control.

The motion was unanimously carried by a rising vote.

PRESIDENT SHOEMAKER: The Chairman of the Committee on Credits and Collections will please take notice of the vote which has just been passed.

MR. HOVER: Mr. President and Gentlemen—I thank you very much for this expression. If the Committee on Credits and Collections have ever been able to do anything that is to the interest of the drug trade in the United States in the course of their work, during the last two or three years, your generous appreciation is ample compensation for their efforts. (Applause.)

DISCUSSION OF REPORT OF COMMITTEE ON LEGISLATION

PRESIDENT SHOEMAKER: The other special order is a brief consideration of the report submitted on yesterday afternoon by the Committee on Legislation. For the benefit of those who are present now and were not present yesterday afternoon, the Chair may state briefly that this report of the Committee on Legislation, an admirable and complete one in every respect, will be submitted in the usual way to the Board of Control for consideration and action; but before thus submitting it, it has been thought advisable to elicit the opinion of the members of the Association at large on two of the subjects involved. It has been thought advisable to do this because there is no occult way in

which the Board of Control could ascertain the opinions of the Association without some formal expression. Besides, these questions are of sufficient importance to warrant their consideration for a few moments, or as long as desired by the Association.

The first question is in regard to the disposition of the various alcohol measures before Congress in the last session; and in the second place the question in regard to the proposed patent law; whether, in patenting any article of merit in the line of medicine, the patent should be confined to the process alone or to the product. This question of process or product patents, as you know, is an interesting and important one to the different branches of the trade in this country, the wholesale trade, the retail trade and physicians, and has been argued at great length, especially by the retail branch. For the benefit of the Association I will ask the Secretary to read this particular clause, and then I sincerely hope there will be an extended discussion on the points involved.

MR. M. N. KLINE: There are many here today who were not here yesterday. I believe we can get at this matter more effectually by a brief statement of the subject than by a reading of the clause thus referred to. In regard to the alcohol question, there are three bills. One of these, the Boutell alcohol bill, we are all in favor of, and its object is to provide for reduction in the tax on alcohol from \$1.10 to 70 cents. In another of the Boutell bills it is proposed to exempt alcohol from taxation altogether, if denaturized so that it is rendered unfit for consumption as a beverage

or for use in medicines. The third bill is the Lovering bill, under which it is proposed to provide for the refund of the duty on alcohol which enters into articles for export. This provision already exists in our tariff laws with regard to the refunding of duty on imported alcohol. The Lovering bill asks that the same privilege be extended to the manufacturer—to refund the internal revenue duty on alcohol manufactured here, so that when you manufacture a chemical or pharmaceutical product, or anything else in which alcohol enters as a part, the government will refund the duty on the alcohol to the manufacturer on the filling out of certain forms which the government will provide when the article which contains the alcohol is sent to another country. These are the three alcohol bills, and the question is whether the Association is prepared to instruct its Committee on Legislation to endorse all three of the bills.

The second proposition had better come to us, as suggested, by the Secretary reading the closing part of the report.

Secretary Toms read the clause from the proposed patent law as quoted in the report of the Committee on Legislation, as follows:

“No patent shall be granted on an application for patent for an invention or discovery or a design which has been patented or described in a printed publication in this or any foreign country more than two years before the date of the actual filing of the application in this country, or which has been in public use or on sale in this country for more than two years prior to such filing: Provided, however, that in case any drug, medicine or medicinal chemical, on which a patent for a definite process for the preparation thereof has been granted on any application filed subsequent

to the passage of this act, is not manufactured in the United States by or under authority of the patentee, within two years of the granting of said patent and after the commencement of said manufacture the same is not continuously carried on in the United States in such a manner that any persons desiring to use the article may obtain it from a manufacturing establishment in the United States, then said patentee shall have no rights under the patent laws of the United States as against any citizen of the United States who may import such drug, medicine or medicinal chemical into the United States, or who may produce or manufacture the same in the United States, or who may handle for sale or use such article so imported or manufactured."

PRESIDENT SHOEMAKER: To put this matter in proper form the Chair will ask if you wish to instruct the Board of Control to favor the reduction of the tax on alcohol from \$1.10 to 70 cents.

MR. LATTIMER: Mr. Chairman, I move you that this Association instruct its Committee on Legislation to use its best endeavors for the passage of that bill.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the motion. Is there any division of opinion on this subject? Is there any discussion on the motion? If not, the Chair will put the question.

(The motion was put and carried.)

PRESIDENT SHOEMAKER: The next point in this question is whether you wish to place yourselves on record as favoring the marketing of denaturized alcohol.

MR. LATTIMER: I would like to hear from the representatives of the National Association of Retail

Druggists, if it is in order. I believe their Association is on record as opposed to this measure.

MR. THOMAS V. WOOTEN, Secretary National Association of Retail Druggists: Mr. President and Gentlemen—I desire to say that the National Association of Retail Druggists is not opposed to permitting a refund of the tax on grain alcohol that is denaturized, but it believes the advocacy of such a measure by the drug trade of this country, you gentlemen representing the wholesale branch and we the retail branch of it, lessens the chances of our securing a reduction of the tax from \$1.10 to 70 cents per proof gallon on unadulterated grain alcohol. That, and that only, is the reason for our opposition to the denaturized alcohol bill. Mr. Kline, in a personal conversation, assures me of his conviction that the advocacy of the denaturized alcohol bill would not reduce the chances of securing a reduction of the tax on grain alcohol which we, as retail druggists and manufacturers in a small way, are very anxious to secure. This, I think, will answer Mr. Lattimer's question.

PRESIDENT SHOEMAKER: Is there any further discussion of the matter? I will add very briefly that these two subjects are entirely different in their scope. The reduction in the tax on alcohol would be of very great benefit to the retail druggists. So far as the use of denaturized alcohol is concerned, it would have very little effect on the retail druggists, as denaturized alcohol would be used largely in the arts in the shape of varnish and chemicals, but I hope we shall have some further discussion on the sub-

ject. What we want is to get the sentiment of the Association on this point.

MR. M. N. KLINE: I am sorry many of the gentlemen now in the room were not here yesterday afternoon. The report goes very fully into that question; I may say almost exhaustively, and, as proved yesterday afternoon, exhaustingly, as the members were required to remain until a late hour in the session to hear the report. I think it may be better for me to say publicly here what I said to Mr. Wooten privately. As you all know, it is exceedingly difficult to get any legislation of this character through Congress. If you want to secure it you must put behind it all the influence you can possibly command. The influence you can command in favor of a reduction in the tax on alcohol is comparatively insignificant, notwithstanding the fact that there are forty thousand retail druggists, and I do not know how many, in round numbers, of wholesalers and manufacturers, but not a large number who are in favor of the bill. Now, the man in Congress is so constituted—I am not giving away any secrets, so I will not ask the press not to mention this—that he looks to the question of votes, and he sees you have the forty thousand retail druggists and the four hundred wholesale druggists; but when you put behind the movement, as has been done, not only the forty thousand retail druggists and the four hundred wholesale druggists, who we know are behind this bill, but when we put behind it, through the action to be taken today or tomorrow, not only those already mentioned, but the

manufacturers mentioned in the report, comprising all who are anxious to use alcohol as fuel, as they do in other countries, grain alcohol costing perhaps from 20 cents to 23 cents per gallon in Germany the influence behind the bill becomes very strong. These interests are very large and very influential. When you put behind it the labor vote, and it is being demonstrated through the literature which is disseminated on the subject that there will be a very large increase of manufactured products into which alcohol enters if this bill can be passed, which will be of advantage to the manufacturing industries of the country; when you put behind it the farmers of this country who are interested in the measure from the standpoint of those who raise the crude material which enters into the manufactured article, for which there will be a very largely increased demand, if we can widen the field for the use of alcohol, you will see that we will have a strong influence back of the bill. I believe it is stated in that report, and I believe the statement is correct that the output in Germany of this sort of denaturized alcohol is 60,000,000 gallons per year, whereas we have here none of it. The Committee on Ways and Means last winter refused to consider any one of these bills. There was no objection to the Lovering bill, but the committee refused to let it come out of the committee. They refused to report the bill proposing to reduce the tax on alcohol, as they refused to report any bill having reference to the tariff. That was on account of the approaching election. When you put behind the three bills as has been done, the influences to which I have referred, you put behind

them a force which, sooner or later, will insure their passage by Congress. That is the reason why we, who are not so largely interested in denaturized alcohol, have given the matter so much attention. The position, as I understand it, is the three bills or nothing. We want to get you behind all three bills.

MR. G. G. MINOR, Richmond, Va.: It seems to me that what Mr. Kline has said is very conclusive.

PRESIDENT SHOEMAKER: Will some one make a motion that the Board of Control, in the consideration of this report, be instructed to favor the use of denaturized alcohol?

MR. MINOR: I make that motion.
(Motion put and carried.)

PRESIDENT SHOEMAKER: The other of these three questions which Mr. Kline has just stated are to be coupled together is that of the Lovering bill, which provides for the refund of the tax on domestic alcohol used in the preparation of articles for export, which bill is more simple in its character and to which less opposition is expected than either of the others. I therefore suggest the offering of a similar resolution in respect to this bill as has just been passed.

MR. C. S. LITTELL, New York: I move that the Board of Control be instructed to report in favor of the Lovering bill. (Motion put and carried.)

PRESIDENT SHOEMAKER: We now come to the consideration of the second feature of this report, and

that is the important subject in regard to patents, which, so far as our trade is concerned, has been brought about by patents on synthetic coal tar preparations. Does the Association approve the recommendation of the Committee?

MR. KLINE: There is no recommendation. The Committee distinctly state that they do not know the attitude of the Association and ask for instructions.

Secretary Toms read the section from the proposed patent law previously quoted.

PRESIDENT SHOEMAKER: We should have some discussion on this subject.

MR. M. N. KLINE: That seems complicated, and perhaps I can say a word to bring before you what that means, if I understand it myself, and I am not sure that I do. It is involved in so much technical verbiage that I do not know exactly where I am at. The original bill started out by distinctly proposing to make it impossible for a foreigner producing an article which could not be patented in his own country, to have it patented here. That was the original bill. That bill was amended for reasons which I will explain in the report which Mr. Mann submitted with the amended bill, which I confess is not clear to me, so as to read just as you have heard it. One thing I am clear about is, that if the present bill becomes a law, product patents will be impossible in this country. That I am clear about. Do the members of the Association want such a law? When I appeared before a committee of Congress, as I say in the report,

I did not know whether they did or did not want such a law. I do know that we have members who do not want the law, whose interests are decidedly in the other direction. Therefore, we ask for instructions, because the bill will come up on the calendar this year. With regard to the other matter, I am a little hazy about it. By indirection I think it is proposed that unless the foreigner who cannot get a patent in his own country, files his application for a patent within two years of the time he puts the article on the market, no patent shall be granted. But I do not know how it is proposed to prevent that man from getting a patent here at all. It may be that others can tell you, but I cannot tell you about that. The chief question on which the Committee wants instructions is with reference to the process or product patent. Upon that question there should be some discussion.

PRESIDENT SHOEMAKER: This is a subject which interests the retail trade much more clearly and distinctly than the alcohol proposition, and the Mann bill, to which Mr. Kline refers, was introduced in their behalf. I will call upon Mr. Wooten to address us on this particular subject for a few minutes.

MR. T. V. WOOTEN: Mr. Chairman and Gentlemen—I regret extremely that my lack of accurate information on this subject will prevent my placing before you clearly the attitude of the National Association of Retail Druggists with reference to product patents. You all understand the injury that has been wrought to the public in our country through the granting of an opportunity to the patentees of coal

tar and other products to place on their articles prices greatly out of proportion to their real value, as demonstrated by a comparison with the prices at which they sell where no such patent monopoly is granted upon them. I do not need to remind you that across the border, in Canada, phenacetin can be bought for one-fifth or one-sixth of what it sells for in this country. I speak of phenacetin, because that is the article which stands out pre-eminently in that connection. What you will do with reference to saying that you want or do not want the practice continued of granting an opportunity to foreigners, or, for that matter, to our own people, to put on these manufactured articles prescribed for the sick prices far in excess of the price at which they can be marketed under competition, is for you to decide. I hardly think that you want to have it go out that the National Wholesale Druggists' Association favors such a system.

Now, with regard to articles made in our own country, we favor the patenting of processes only. We believe that if an article can be made by more than one process, there is no reason why the man who discovers the second, or the third process, may not have the benefit of his inventive genius. It has been claimed that when a process for manufacturing an article has been patented, and another inventor claims that by another process the same article has been produced by him, the burden of proof is on the original patentee to show that his patent has been infringed. Now as to that, gentlemen, I am unable to speak with any degree of authority, because I have never considered that question. I grant you that it would be a very great hard-

ship to the original patentee to have to prove that the second inventor has infringed his patent. It is one of the things I am not prepared to discuss with you. That is one of the objections which is urged; how much there may be in it I do not know.

The thing which stands out prominently, to my mind, is this—that the granting of a patent on a product gives an opportunity to put an enormously high price upon the article, which high price would not be maintained if there was more than one way of producing that article, and patents were limited to processes, as the Mann bill provides.

The National Association of Retail Druggists stands with the people of the country and with the physicians of the country in their desire to provide for the sick medicines at the lowest price that is consistent with proper skill in preparing these medicines and bringing them to the sickroom. In a general way, that is our position. If there are questions that any of the gentlemen wish to ask, I will answer them to the best of my ability.

DR. H. SCHWEITZER, New York: Mr. President and Gentlemen of the Association—We all heard yesterday the admirable report of Mr. Kline, Chairman of the Committee on Legislation; and since Mr. Kline asks this body to instruct him, and since your President stated that the advocate of any question being discussed before you would be given an impartial hearing, I take the liberty of addressing you. I wish before proceeding further, to remark that I am here as an individual, not as a representative of the firm with

which I am connected. I am here as a chemist and as a man who is familiar with the patent laws of the United States and the patent laws of the Continent and the patent laws of England. I am a man who has the manufacturing interests of this country at heart, and who, by lectures and publications and otherwise, has always advocated such measures as will help the industries of our country. It may seem, perhaps, illogical to you for a man connected with an importing firm to use his efforts in promoting the industries of the country. But I can assure you, gentlemen, that my impartiality in this respect is recognized by our government and that I am frequently consulted about various matters concerning our industries.

You have all heard the appeal of Mr. Wooten when he said in his last remark that the sick people of the country joined the National Association of Retail Druggists in advocating a measure which will prevent large prices for synthetic remedies. Gentlemen, you all know that the sick people of this country have no interest in this matter. Go to any drug store in the United States, and, according to the location of it, if you ask for three ten-grain powders of bicarbonate of soda, or three ten-grain powders of acetanilid, or three ten-grain powders of phenacetin, the price will not show any remarkable difference. The retail druggist charges, not for the initial material, but he charges for the art of dispensing; and, gentlemen, in that respect Mr. Wooten's argument is utterly fallacious.

Now, as to the question of profits, I will take the case of phenacetin. Phenacetin is sold at about 75 cents an ounce. Mr. Wooten says it can be bought

for one-quarter or one-fifth of that price in Canada. I agree to that. Unfortunately, there were conditions which made such exceptional differences in price possible at the time of the birth of the synthetic remedies. These conditions are absolutely disposed of now, and I would add that those conditions arose when the continental patent laws were so indefinite and so doubtful that a publication which was issued on the preparation of phenacetin deprived the discoverer of phenacetin from getting a patent in Germany and Great Britain. But the wise patent laws of the United States, which are the best patent laws in the whole world, provided just as is the case in the Mann bill—that if application for a patent is made within a period of two years after the product has been put on the market, you are entitled to receive a patent. This provision of our law was availed of by the inventor at that time. He has a valuable patent, and, gentlemen, I defy you to tell me that any of you who had a patent in the United States, including Mr. Wooten, that you would not make use of that patent in a commercial way and charge whatever you could get for your product.

Gentlemen, I told you about the origin of this unfortunate discrepancy, which, of course, I regret as much as you do; but that item of phenacetin is only a little incident. It is, after all, of little account, for, if ever so much is sold, what does that amount to compared with the new industry which has just been started in this country, in which we Americans try to get synthetic remedies which are just as good, and in some lines superior, to what has been brought out in the old country. Factories have been started, and I

only need refer you to the big works in Detroit which have originated two products, namely, adrenalin and acetozone, which are equal, if not superior, to anything in this line brought out in Germany.

Because of this little item of phenacetin, because there is that little difference in price in Canada, the National Association of Retail Druggists wants to upset our industries. Because the phenacetin people have gotten a lot of druggists before the court who have had to suffer for their infractions of the law, the retail druggists say, "Let us get even with them; we will abolish process patents." It is a spite bill. The American inventor is the man who has made this country. The development of the country is entirely due to the patent laws—to the laws under which the harvesting machines were developed; to the laws which made it possible for Goodyear to get his valuable patent for vulcanizing rubber. I do not know why these people come here and ask you people, who are more interested in the manufacturing part of the business, to take part in their movement. Mr. Wooten has himself said that he does not know, when we allow a process patent only, how that will protect the inventor. Gentlemen, I assure you that the average process patent is not worth the paper which it is printed on. Today the inventors of processes prefer to keep valuable processes secret, and they prefer to utilize such processes for four or five years, in a secret manner, rather than to disclose the process to the infringers, who are only waiting for their prey. Give the manufacturers in this country the German process patent, with all the auxiliaries of the German laws, and you will have a

stronger protection than with the American product patent; the American process patent is absolutely too loose. The law of evidence is such that the complainant has to prove his case. The man who infringes your patent sits still. He is subpoenaed before the court. He is questioned: "You manufacture thus and thus?" "Yes." "How do you do it?" "It is a business secret." "Will you let anyone know about it?" "No, that is my secret, and I will not allow anyone to know it." The man who infringes the patent is not called on by the court, or anyone else, to disclose the process which he uses, on the pretext that it will injure his own business interests. Take the state of affairs in Germany. A process patent is granted. The same product appears in the market, manufactured by somebody else. The man who manufactures the infringing product is brought into court and asked: "Do you manufacture such and such an article?" "Yes." "How do you manufacture it?" "I do not wish to say; it is a business secret." But in Germany matters do not rest there, as they do under our law. The infringer is forced to allow two chemical experts to go through his works, who examine the process and everything pertaining thereto, and these men bring in their opinion and decide whether the process infringes the patent or not. I say, give us the German process patent, with the auxiliary laws, the laws of evidence, etc., and the manufacturers of this country would be grateful; but give us the American process patent as the only protection for the chemical inventor, as the Mann bill provides, and you will defeat progress in pharmaceutical chemical manufacturing.

Gentlemen, let me tell you that, in contradistinction to the National Association of Retail Druggists, the American Pharmaceutical Association has acted in a different manner on this question. I understand, from the report which I read in some of the pharmaceutical papers, that at the last meeting of the American Pharmaceutical Association, the president gave the Association a warning, and said, practically, that he intuitively felt that the inventors of the future might, perhaps, be in the ranks of the American Pharmaceutical Association, and they ought to be conservative and careful and not advocate the abolition of the product patent. That fear, I suppose, the National Association of Retail Druggists does not need to entertain.

MR. WOOTEN: I request permission to interrupt the gentleman, to ask him whether the American Pharmaceutical Association took action of the kind he speaks of.

DR. SCHWEITZER: I read that in the President's address; I do not know any more about it.

MR. WOOTEN: Was it the action of the Association?

DR. SCHWEITZER: I do not know. I only saw that the President in his address advocated that. Perhaps there are members of the American Pharmaceutical Association here who are better posted on this matter than I am.

I have written a few notes, and ask your permission to consult them to see whether I have made all the

points I wanted to in connection with this important matter.

I only want to tell you about the necessity of charging high prices for patented products. When you recall, gentlemen, that the expensive laboratories which are maintained by the manufacturers employ a large staff of scientists, such as chemists, physicians, bacteriologists, etc., you will see that they must charge a high price for their products. They cannot sell these products at the ordinary manufacturing profit at which salt or bicarbonate of soda is sold. They have to charge high prices, not only on account of the expense of manufacture, but because there are a very large number of chemicals which are produced, but prove to be failures as medicines, and when one of these chemicals is successful, that successful one has to pay for all the failures. When you consider the price of phenacetin and see that it is sold for 75 cents an ounce, and can be sold by peddlers who have no office and do not pay anything for advertising at one-quarter of the price, are you surprised at that? I am not, because we have affidavits from a man in New York who says that unless he adds acetanilid to his phenacetin, he cannot make any money at the price at which he was compelled to sell it. Our advertising runs into a very large amount of money. The advertising does not only benefit us, but benefits more than anyone else the retailers of the United States.

Another point is that in Germany and other foreign countries inventors do not try to get up new processes for old products. When it had been found that phenacetin is a very good thing, they did not sit down and

try to find out new processes by which they can make phenacetin so that they can rob the original inventor of his profit. They try to improve on phenacetin and try to get up new products, and, as we all know, after the production of phenacetin, the race was not finished. Almost every year or so some new antipyretics come out and are placed on the market, and some of them are better than phenacetin. They could not be made a great success because our tremendous propaganda prevented it. We not only advertise phenacetin, but we advertise twenty-two products from which the retail druggists reap big profits; and, gentlemen, the discrepancy in prices only exists in our four oldest products—phenacetin, sulfonal, trional and aristol. All others are sold at practically the same prices in the whole world. If we do not get the proper protection, we will not disclose our processes. We have our policy marked out.

As to the feature of the bill which provides that foreigners should not get what the Americans get, I can tell you that international treaties are against that, as we have treaties with foreign countries which stipulate that everything which is granted to American citizens must also be given to foreigners. If an American citizen gets a product patent, a German citizen must get a product patent.

MR. T. V. WOOTEN: I have not the slightest desire to prolong the discussion, but the gentleman said one thing which deserves your very serious consideration. The Chairman of your Committee on Legislation appeared before the Patent Committee at the

time of the hearing on the Mann bill, and Prof. Remington, the Chairman of the Revision Committee of the United States Pharmacopoeia, was also present at the time the Mann bill was discussed. Dr. Schweitzer stated on the floor of this convention that this is a spite bill gotten up by the retail druggists of this country, some of whom have been prosecuted either for selling smuggled phenacetin or because they bought it in a manner contrary to the laws of this country. I want you to consider that for a moment. The Chairman of your Committee on Legislation and a number of other gentlemen of the highest standing were before the committee at Washington at the time the arguments on the Mann bill were heard, and participated therein, and yet he says it is a spite measure.

Another thing: The gentleman appears very solicitous as to the welfare of the retail druggists of this country and implies that we are far better off by reason of having high prices for phenacetin. We have been willing to waive that advantage, if such it be, in the interest of the sick and suffering of our country. He implies that we would be better off with handling only the high-priced articles. I only want to say that we stand with the people of the country who need these remedies, and who naturally want their medication at the lowest possible prices consistent with the skill of our physicians in determining what they ought to have and our ability as pharmacists to procure these articles in the purest possible state.

DR. SCHWEITZER: With regard to the price charged to the public, I want to repeat that the high price

charged by us does not regulate the price charged by the retailers. Do you gentlemen imagine that in March, 1906, when our phenacetin patent lapses, and we shall charge a nominal price for phenacetin, do you think the wholesalers will continue to make money out of it, or is it not a fact that they will make as little out of it as they do out of acetanilid? Do you think the retail druggists of the country will lower their prices for phenacetin used in prescriptions? I do not, and neither do you.

PRESIDENT SHOEMAKER: For the information of any of our members who are not familiar with the personality of Dr. Schweitzer, I will state that he is the manager of the chemical department of the Farbenfabriken of Elberfeld Company, one of our associate members. I make that statement that you may have a full appreciation of how the situation stands. It is not absolutely necessary that this question be decided at this particular moment unless you wish it. Let the question go to the Board of Control, and we can have a further discussion of it when the report comes back; or you can have a further discussion of it now. You can express your opinion or your preference.

MR. G. W. LATTIMER, Columbus, Ohio: This is one of the most important questions that this Association has to consider. It is far-reaching, may be far beyond what many of us may have thought. I do not believe we are in a position to take any action or make any recommendation at this time, unless we get further information and have further discussion upon the question. We have on this floor, I believe, one or

two men who are representatives of large pharmaceutical manufacturing establishments. It might be dangerous to have men speaking here who are personally interested on one side, but they might give us some information if we can hear discussions on the different sides. I merely make that suggestion.

PRESIDENT SHOEMAKER: If there is no further discussion or no motion is made, the question will go to the Board of Control without instruction. It is so ordered.

We have a letter from the President of the National Association of Retail Druggists, which the Secretary will read.

Secretary Toms read the following letter:

GREETINGS FROM NATIONAL ASSOCIATION OF
RETAIL DRUGGISTS

MINNEAPOLIS, NOVEMBER 12, 1904.

Mr. J. C. Eliel, New Orleans, La.:

My Dear Mr. Eliel—The annual convention of the National Wholesale Druggists' Association at New Orleans affords me the gratifying opportunity of conveying to your Association through you my most cordial greetings and good will. Permit me to assure you that while you are discussing the momentous questions affecting the mutual interests of jobbers, retailers and manufacturers, I am with you in spirit, hoping always that your deliberations may be tempered with that fraternal feeling which makes it possible for us all to get together on the common platform of "live and let live," each recognizing the just rights of the other and ready at all times to co-operate with one another in a spirit of fairness to promote the best interests of all.

It has been my great privilege to appoint as the accredited representatives of the National Association of Retail Druggists

Messrs. Wooten, Jones and Breslin, in whose sense of fairness and ability to grasp the scope of the great questions that interest us all I have the most implicit confidence, and I know that you will cordially extend to them every opportunity for co-operating with you in harmonizing the conflicting opinions of the three branches of the drug trade that are so closely allied. They bear to you the greetings of the greatest retail drug association the world has ever seen.

Assuring you of my great desire to co-operate in the good work, I am most cordially yours,

THOMAS VOEGELI, *President N. A. R. D.*

MR. M. N. KLINE: May I read at this time the brief report of the Committee on Suits?

PRESIDENT SHOEMAKER: We will now have the report of the Committee on Suits.

Mr. M. N. Kline presented the report as follows:

REPORT OF SPECIAL COMMITTEE ON SUITS AGAINST MEMBERS

To the National Wholesale Druggists' Association:

Although in our last report, which we hoped would be the last this Committee would be required to make to this Association, we asked to be discharged, the action of the Board of Control was that the Committee should be continued for another year. The wisdom of this action became manifest when another bill of complaint was filed in the Circuit Court of the United States in the Southern District of New York, on May 16 of this year. This bill of complaint was published in full in the Oil, Paint and Drug Reporter in their issue following immediately after the filing of the bill of complaint, copy of which is attached hereto. Your Committee recommends that for the information of the members and to secure a permanent record, this be printed in the proceedings.

Your Committee, of course, placed the matter in the hands of our attorney, Mr. H. G. Ward, of the firm of Robinson, Biddle & Ward, of New York, and the case was argued on November 2, and our attorney makes the following report:

"The John D. Park & Sons Co. has made defendants in a suit brought in the Circuit Court of the United States in the Southern District of New York, certain persons who live in the southern district, and others who live in the northern and western districts of New York.

"We have filed a demurrer on behalf of the latter defendants on the ground that the court has no jurisdiction of their persons which is proceeding upon the theory that Section 740 of the Revised Statutes of the United States, which permitted defendants living in other districts in the same State to be served in a suit brought in another district of that State, has been repealed by the act of 1887. This is, as will be seen, a pure question of law, having nothing to do with the merits.

"On behalf of the other defendants, we have filed a plea which is known in law as a plea of former adjudication, viz., that all the questions in the present suit have been tried out between the same parties in the suit in the State Court of New York and decided against the plaintiff. If we prevail on this plea, it will be an end of the suit."

Various suits have also been brought against our members and others in various States in the United States, among which we may name the suit of Loder vs. Jayne and others, filed in April, 1904, in the Circuit Court of the United States for the Eastern District of Pennsylvania, in which this Association and some of its members are made defendants, together with the Proprietary Association of America and certain of its members residing in that district, and the Philadelphia Association of Retail Druggists and its officers and members.

So far as the interests of our members in this suit are concerned they are looked after by the firm of Biddle & Ward in Philadelphia. A demurrer has been filed in this case, but a date for a hearing has not yet been fixed.

While your Committee is not fully informed as to the various suits which have been brought in other sections, we refer to a suit brought in the city of Louisville against our members there, in Minnesota against our members there, and a suit in Chicago against the officers and the members of the National Association of Retail Druggists, in which the wholesale druggists, one of whom is a member of this Association, were made defendants. This suit, we believe, has been settled. In August last there was also filed a suit by D. Walter Faulkner against our members in Boston. This suit was afterwards withdrawn.

These several suits need not be referred to in detail in our report, but your Committee suggests that as they arise, for the most part, as the result of transactions refused under the terms of proprietors who are working under the tripartite plan, it would be well to have instructions from the Association. We feel that our Association, as such, should not be held responsible for the expenses incurred in defending any of these suits, but your Committee holds itself in readiness to give any assistance and information which it may be in their power to render to any of our members interested in these suits.

A bill for the expense of defending the Park suit, at least so far as the preliminary argument is concerned, has already been filed with the treasurer, and your Committee recommends that provisions be made at this meeting for ample funds to meet these exigencies as they arise. Respectfully submitted,

M. N. KLINE, *Chairman*.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Committee on Suits. It has always been the custom of this Association to couple that report with the report of the Committee on Proprietary Goods. That is the reason for bringing it up at this time. The report is received and referred to the Board of Control.

We will now revert to the letter which we received from the President of the National Association of Retail Druggists. Mr. Simon N. Jones, whom we know

very well, and who is a representative of that Association, has, I understand, a message to bring to us. Mr. Jones will now have the floor.

MR. JONES: Mr. President and Gentlemen—On behalf of the National Association of Retail Druggists, I want to express my thanks for the kindness you always show to the delegates of the National Association of Retail Druggists, and for the opportunity at this time of presenting to you some things we want you to consider. We have endeavored, as you know, in all of our work to supplement yours, and we have found that you have usually been willing to assist us in our work. Whatever we have done, we have done for the good of the combined interests of the jobber and retailer. We have endeavored to protect our interests, and in protecting our interests we have protected yours.

It has always been my custom, in appearing before the National Wholesale Druggists' Association, to speak impromptu, but as a little heart to heart talk which we had at Old Point Comfort in 1901, was used in the courts as the basis for a suit for conspiracy, I have prepared this address in writing, and we want you to consider what we have to say as being our well-considered utterances.

ADDRESS OF S. N. JONES, CHAIRMAN EXECUTIVE
COMMITTEE N. A. R. D.

Mr. President—As one of the delegates representing the National Association of Retail Druggists at this convention, I shall endeavor to place the relations

that should exist between our two Associations in such a light as will enable us to carefully consider them. It goes without argument that the interests of the wholesaler and retailer are so completely entwined that the well-being of one depends upon the prosperity of the other, and that the failure of either would work great injury to the other. It is equally true that success or failure will result to both in proportion as they work or fail to work in unison. Since the organization of our Association we have furnished abundant evidence of our desire to give to your members every advantage that justly belongs to them. As for ourselves we have secured but little in return, in the way of direct profit, although drug trade conditions have undoubtedly improved during the last two years at least.

Let us go back several years and contrast the conditions then with those prevailing now. Many items handled at that time by wholesale druggists, especially in the line of sundries, have drifted into other hands. The department stores in all the large cities have wrested this business almost completely from the retail druggist and are now buying these goods directly from foreign and domestic manufacturers. The demand for pharmaceuticals, formerly supplied by drug jobbers, has been considerably reduced by the introduction of proprietary remedies (sometimes called "semi-patents"), which the physicians, unfortunately for the drug trade, and, I might add, for the community at large, have fallen into using without any positive knowledge of their composition. In addition to this loss of business and consequently of

profit, crude drugs formerly handled by you in enormous quantities have been, in a large measure, replaced by the products of the manufacturing pharmacists, which products, unfortunately for you, have been sold to the retailers direct. But when it comes to the proprietaries that are advertised to the public, we have done our best to secure for you a profit on these goods, and not only that, we have gone so far as to say to the proprietor that we preferred all articles of this kind should be marketed through the wholesale trade, that we believed the retailer should pay you a profit on these goods, and that in our opinion the retail drug trade should be denied the privilege of direct buying at best prices.

It is within the recollection of many of those present that the standard proprietaries of that time, such as Hostetter's Bitters, the preparations of Ayer, Jayne, and many others were sold by you, not only without profit, but in many instances at less than cost. At that time, by herculean effort, you secured the establishment of the rebate plan, which guaranteed to you certain definite profits for agreed quantities. When the cut-rate business became established the large dealer stepped in, bought proprietaries in jobbing quantities and sold them to the consumer at net cost—less, indeed, than you were charging the great majority of your customers, the small retail dealers. When the National Association of Retail Druggists was organized we apprehended that the first thing to be done toward correcting the general demoralization was to induce the proprietors to limit the purchasing power of the large retailers. This proposition was

readily accepted by the proprietors at the request of our Association, and since that time you have been in the full enjoyment of these benefits, all the leading proprietors recognizing you and you only as the wholesale distributors of their products.

That the National Association of Retail Druggists has been the power that has held the rebate system in its firm position for the last three or four years I believe all of you will readily acknowledge. We did our full share in securing the establishment of the tripartite plan, and if the requirements of that plan had been rigidly observed practically all of our troubles with reference to the sale of proprietaries would have been at an end; but it had hardly got into operation before some of the jobbers, and I believe some of them members of the National Wholesale Druggists' Association, commenced systematically to work against the very plan which ultimately would have brought benefits of the greatest value to all. We have the best of reasons for believing that at the present time in several of the largest cities in this country some of the jobbers are knowingly violating the contracts made by them with proprietors and are giving the large buyers—both druggists and department stores—a goodly proportion of the profits which these jobbers, in justice to themselves and each other, ought to retain. We have endeavored by thorough organization to convince our membership that patronizing such jobbers is only furnishing them with the means to continue their hurtful business methods and encouraging them in their effort to destroy the rebate system and render valueless the plans under which they have been operating.

In establishing the honor roll of jobbers for the use of our members we went upon record as advertising and urging them to give such jobbers as are entitled to be included in this list, their undivided patronage and support. The names of those jobbers who there is reason to believe are guilty of the violations that we have called your attention to are not included in this honor roll, and in the future whenever wilful violations upon the part of any firm are clearly proven, the name will be promptly dropped from the list.

Additional evidence of our loyalty to your interests is to be found in the vigorous campaign we have waged against mail order houses and wholesale grocers distributing medicines and other drug merchandise to the retail grocery trade and to consumers direct. It is useless for us to remind you that unless the handling of these goods by the dealers named is curtailed by the combined efforts of wholesale and retail druggists, this business will continue to grow, to our great injury. While our people will suffer much, your interests will be even more affected, as the greater the number of new channels that are found for distributing the merchandise you are justly entitled to market, the greater will be the shrinkage in the volume of your business and in the amount of your profits. You may not be aware that throughout the whole country, but especially in the Central West and South, catalogues and price lists are regularly distributed to consumers, the prices quoted being, even when the quantities are small, jobbing prices. Think of what that means to the retail druggist; think what it must ultimately mean to you. You may not have recognized the effect of

this competition on your business as yet; it is now in its infancy, the mail order houses having only recently engaged in the handling of medicines. When we recall that from a small beginning a few years ago, some of these houses are now doing a business of approximately fifty million dollars a year, we have before us a condition that merits our most serious attention. Naturally the retailer is directly interested, as every village and hamlet, every farm house even, is actively canvassed for business. Especially is this true where there is rural mail delivery, and in our opinion the members of your body will eventually be as great, if not even greater, sufferers from loss of business.

The work that the retailers have done in the endeavor to amend the obnoxious patent laws of our country is something that appeals directly to you. You are obliged to invest hundreds of dollars in a class of German synthetic chemicals that afford you little or no profit when you consider the risk of having a considerable portion of such goods left on your hands for years, and that you may never be able to dispose of them. Our bill in Congress, which will undoubtedly bring you relief from this burden, has been reported favorably and will without question become a law at the approaching session. Another of our efforts which promises to be successful is the reduction of the tax on alcohol, and if these two bills become laws, as we confidently anticipate, 90 per cent. of the credit therefor belongs to the retailers.

I have gone into details regarding these matters that you may better understand the situation as we see it, that you may know what we have done in your behalf

—in the behalf of our common interests—in the past, and what we stand willing to do in the future if these efforts of ours are appreciated. Do you want this co-operation? Do you really seek the combined influence of from 30,000 to 40,000 retail druggists to help you make your business profitable while trying to improve their own? Are you willing to give us a helping hand in return for the assistance we have given and stand ready to give you? In calling attention to some of the things we have done for your advantage, we do so only to emphasize the value of co-operation so that you may consider somewhat more liberally what we believe you should do for us in return. We freely admit that in all we have done our aim has been to advance the interests of the retailer, yet this could not be done without bringing advantage to every drug jobber in the United States, whether he is a member of your organization or not. Our labor has been in behalf of the common good.

In our opinion the plans we have been using have failed because of the inexcusable disloyalty of some jobbers, some proprietors and some retailers, and it is the firm belief of thousands of retail druggists, a belief backed by experience, that nothing except a direct contract with penalties for violations will ever induce some of these people to give the rest of us a square deal. We stand with you on the proposition that the manufacturer should adequately compensate you for your services in distributing not only proprietaries but all other goods you may handle; but whether you are so compensated or not, there are certain obligations imposed upon you by your relationship to the retail

drug trade that you cannot afford to ignore. Does not the welfare of your patrons, the men who have been struggling for years for a decent living, selling drug merchandise in many instances actually below the prices paid to you for the goods, appeal to you? Can you afford to turn a deaf ear to the appeals of your friends because you may feel that somebody else is treating you with a lack of consideration? After mature deliberation we feel assured you will place no obstacles in the way of your retail friends, whose welfare is your welfare. Furthermore, the direct contract places the entire business of handling proprietaries at wholesale in the hands of the legitimate wholesale drug trade. No wholesale grocery or mail order competition interferes with their proper distribution, sales at best prices are made to you and you alone, because you alone are in a position to handle the goods according to the terms which the proprietor establishes. Are not these considerations sufficient to determine your proper course as to co-operating to make this method of handling proprietaries a complete success?

We consider it an obligation that you owe to your patrons to give your cordial support to the effort now being made to secure to them some returns for their arduous labor. With Peruna selling for 29 cents in Buffalo, 49 cents in New York, 63 cents in Louisville, and all other standard proprietaries at proportionate ruinous prices, would you be surprised if the entire retail trade of the country should rise as one man in opposition to any body of men that would at this time, when there is a ray of sunshine piercing the clouds of despair and disaster, defeat the one plan that will un-

doubtedly correct the evils from which we have suffered so long and so disastrously? I do not ask this question by way of a threat; I believe you will fully understand that I have no such intention. I have held official position in the National Association of Retail Druggists since its organization; it has been my pleasure to represent our Association at several of your annual meetings, and I feel that I can address you as one friend would speak to another, that we can counsel together as men who are working unselfishly to better the condition of the members of our respective associations.

In the past the aspersion has been cast upon the National Association of Retail Druggists by its enemies that all our work has had for its object the benefit of the jobber, that such obstacles as we have thrown in the way of direct buying and the formation of buying clubs by retailers were proof that the National Association of Retail Druggists is nothing more or less than an annex to the National Wholesale Druggists' Association, whatever protestations to the contrary might be made. In spite of this, we have pursued the course marked out at the beginning of our movement. We have insisted and still insist that in working together with you, quicker, better and surer results can be accomplished for all interests than can be brought about in any other way. Let me implore you not to allow the results of all this good work to be thrown away. Give the contract plan your earnest, active support if for no other reason than that it will restore prosperity to the retailer. If we find, after a fair trial, that it is too troublesome, or if it should be

demonstrated that it is ineffectual, then we will heartily join with you in any movement that may be necessary to induce the proprietors to adopt some other method that will accomplish the protection of our common interests.

A good deal of adverse criticism has, in the past, been leveled at the jobbing drug trade because of its alleged illiberality and selfishness. It has been charged that the jobbers have failed to bear their share of the expense of carrying out the plans we have been using for the improvement of the general welfare, notwithstanding the fact that the jobber was by far the largest beneficiary of this work. Year after year dues have been collected from retail druggists, to thousands of whom even a small contribution is a more or less serious matter; year after year the proprietors have generously borne their share of the expense, and the funds thus assembled have been used to carry to successful issue the plans that have been formulated for the betterment of the entire drug trade. The executive officers of our Association have been asked again and again, and not infrequently the question was put sneeringly: "What has the jobber ever done in a financial way to help on this work? Does the jobber never contribute anything? Is the jobber's interest in this proposition limited to pocketing all the benefits while the retailers and proprietors provide all the funds and do all the work?"

Our answer to these questions has always been that if the jobber gave us his loyal co-operation we could afford to do the work, and as for providing funds, we felt sure that if the time ever came when we seriously

needed the jobber's monetary aid it would be only necessary to place the facts before him, and help would be forthcoming. We may soon find it necessary to ask for your financial assistance. We hope that it will not become necessary, but if we are unable to get along without your aid in this direction, we shall be greatly disappointed if you do not accede to our request. 'Just how much expense on your part, as individual firms, will be required to put the direct contract plan into effect we do not know. We believe this expense will be far less than you anticipate. We believe that when the task in hand has been subjected to such careful systematizing as good business men like yourselves are capable of providing for it, both the expense and the amount of trouble actually necessary will be very small. But whatever the expense, whatever the trouble, we are going to believe the jobbers will generously do all that may be necessary for the success of this plan, because of their unselfish interest in the welfare of their retail friends, their earnest desire to help these friends into a better financial condition.

Very early in its history the National Association of Retail Druggists struck a financial snag that interfered seriously with the progress of the newly launched and frail barque. Forty thousand copies of the proceedings of the organization convention of the National Association of Retail Druggists had been printed and distributed. As propaganda material this was just the thing needed, but the National Association was unable to pay the debt it had contracted in printing the books and making the distribution. Its most earnest efforts to do so were ineffectual. It was

at this juncture that the Western Wholesale Druggists' Association, learning of the difficulty that beset its new ally, the National Association of Retail Druggists, generously donated \$250 with which to put us again into good trim. Do you suppose we will ever forget that act of generosity? Not in a thousand years! It is evidence of this sort that causes us to have confidence in the liberality of the wholesale drug trade. We believe you are going to make us happy by sending us back to our people from this convention with the assurance that we shall have your hearty support and co-operation in securing from the direct contract plan of marketing proprietaries all the benefit this plan is capable of yielding to our common interests.

Now is the time to give your hearty support to a fair and impartial trial of the direct contract plan. Protect your own interests against the scheming of demoralizers in the drug business; help the retailer to get what he earns; but for heaven's sake do not let the contract plan fail of success because you do not approve it and withhold your support! Let us go along in the future as we have in the past, each branch of the trade working for the betterment of the trade as a whole, and the future will be bright, growing steadily brighter as we advance. The retailers of the country are regarding with great interest the outcome of your deliberations here; they have confidence in you that the assurance you have given them year after year of your loyalty to the interests of the retailer are the sincere expressions of honest men. They expect you now that the time has come for the

fulfillment of these promises to do your whole duty by the plan which these retailers are confident will bring prosperity to themselves, to the wholesalers and to the real friends of the jobbers and retailers among the proprietors. The opportunity is presented you of strengthening the bonds of friendship between the wholesale and retail druggists of our country that have been welded by years of mutual confidence and esteem, and we feel certain you will not allow the opportunity to pass unimproved.

PRESIDENT SHOEMAKER: I am sure we have heard with much interest the message which has been presented to us by the representative of our good friends the retail druggists. Unless some objection is made, or a different course is desired, it will be received and spread upon the minutes in the usual way. Are there any remarks to be offered by any of our members in reply to the address of Mr. Jones? If not, it will take the usual course. It is now time for adjournment.

I am requested to call special attention to the fact that the meeting of the local Secretaries has been called for this afternoon at 4 o'clock in this room. I will also state that the Proprietary Committee has recommended that the Peruna contract be signed by all who have not yet signed it. The Proprietary Committee will be glad to have any members who have not signed it to do so before they leave. The blank contracts will be found on the Secretary's table.

I will also suggest that we may have with us some wholesale druggists or manufacturers of pharmaceuticals, or some gentlemen connected with the allied

branches, who have been induced to come here and listen to the proceedings, and who have not yet become members of the Association. If there are any such candidates, either for active or associate membership, the Committee on Membership will be glad to have their applications.

MR. GEORGE W. LATTIMER: It has been suggested that the paper of Mr. Jones, of the National Association of Retail Druggists, should be referred to the proper committee for consideration. Mr. Jones has made certain suggestions which should be considered. I move that the address of Mr. Jones be referred to the Proprietary Committee for consideration. (Motion carried.)

MR. FRED L. CARTER, Boston: I have a communication which I would like to present. As it will probably be referred to the Board of Control, this is a good time to present it:

PETITION TO MANUFACTURERS OF WOOD ALCOHOL

The following is a copy of action taken by the Paint and Oil Club of New England, November 10, 1904, the petition in question having been signed by all of the jobbers in wood alcohol in Boston, including wholesale paint dealers and wholesale druggists, said petition to be presented to the manufacturers of wood alcohol—practically the Wood Products Company, of Buffalo, N. Y., and other petitions from other centers of the country will also be forwarded very soon.

It is very important that action be taken within the next two or three weeks, as a little later than that plans will be made for

the coming year by the manufacturers. This matter was brought up before the annual convention of the National Paint, Oil and Varnish Association, and referred to a committee, which will probably take action before the first week in December. It is hoped by interested parties that the National Wholesale Druggists' Association will immediately take favorable action on the subject, using, of course, their own phraseology, and probably compressing it much more than has been done in this case.

"BOSTON, MASS., November 10, 1904.

"Whereas, A numerously signed petition from the jobbers of wood alcohol is being circulated for signatures, to this effect:

"'We, the undersigned, jobbers of wood alcohol in New England, would respectfully but most earnestly protest against the schedule of prices and discounts now made by the manufacturers of wood alcohol products, as being distinctly unfair to ourselves in the profit allowed, and we have yet to hear of any business man who would say otherwise.

"'We cannot but think but what the manufacturers of this article will say the same, and conclude that what they have done was done either thoughtlessly, or at a time when they considered it necessary to force a low price, so that the article would be brought into use through its low cost to the consumer.

"'In our opinion, that time has passed, and the consumer now will use the article at a price 10 to 20 per cent. above the prices now ruling, without any decrease in sales.

"'We, therefore, respectfully petition for a rearrangement of price lists which will allow a good profit to all jobbers who sell wood alcohol by the barrel, with a rebate to buyers of twenty-five barrels during the calendar year, a larger rebate to purchasers of fifty barrels, and a still larger rebate to purchasers of one hundred barrels during the year, said jobbers agreeing not to undersell the prices as set by the manufacturers.

"'If this were done, there would be no serious objection to advertising the price of wood alcohol in single barrel lots, as jobbers could then sell at that price and make a living profit, whereas, in the present case the advertising of the price in our trade journals, in single barrel lots, at a price within two and a half

per cent. of what it costs the largest jobber, is demoralizing as well as unfair, and against which we vigorously protest.'

"Be It Resolved, That the Paint and Oil Club of New England heartily endorses such petition and the objects desired.

"Resolved, That the Secretary be instructed to send a copy of these resolutions and preamble to each club affiliated with the National Association with the recommendation that jobbers of wood alcohol in the cities where the clubs are located be urged to take concerted action similar to that taken by our club."

MR. CARTER: I move that this matter be referred to the Board of Control. (Motion carried.)

On motion the convention adjourned until 2:30 p. m.

FOURTH SESSION

WEDNESDAY AFTERNOON, NOVEMBER 16.

President Shoemaker called the meeting to order at 2:30 p. m., and announced the first business to be the reading of the minutes of the last session.

Secretary Toms read the minutes of the last session.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the reading of the minutes of the last session. Unless there is some objection made, the minutes will stand approved.

The next business is the report of the Committee on Memorials of Deceased Members, Mr. James F. Cowee, of Troy, N. Y., Chairman.

Secretary Toms read the report as follows:

REPORT OF COMMITTEE ON MEMORIALS OF
DECEASED MEMBERS

Mr. President and Gentlemen—As we look over the membership roll of this Association, we find that, during the year that has passed since last we met together, the finger of Death has placed a star opposite a number of names, and on our list are thirteen new names, whose voices will be forever silent to the roll call of this Association, but whose valuable work will live long, and whose memory will be long cherished. It becomes our task to record on the minutes of this Association a few words of tribute to their memory. These have gone “ad astra per aspera:”

Thomas Nelson Blake, died September 15, 1903.

Monroe William Lauer, died October 13, 1903.

William Matthew Warren, died November 11, 1903.

Robert Jarvis Cochran Walker, died December 19, 1903.

Kennedy Brown Bailey, died December 29, 1903.

Captain Frederick Pabst, died January 1, 1904.

William Henry Schmidt, died April 25, 1904.

William J. Walker, died May 9, 1904.

George Donald McDaid, died July 13, 1904.

Robert Duncan Coombs, died August 11, 1904.

William Weightman, died August 25, 1904.

Addis Emmet Neat, died September 5, 1904.

George Frank Kellogg, died October 7, 1904.

THOMAS NELSON BLAKE

Vice-President Parker-Blake Co., Ltd., New Orleans, La.

1858-1903.

Thomas Nelson Blake was born in New Orleans, October 15, 1858. He attended school in his native city until the age of fifteen, when he went to Brooklyn, and later to the University of



THOMAS NELSON BLAKE

Texas, in Austin. After leaving college he managed his mother's plantation, but, preferring commercial life, he engaged in the drug business for himself in Washington, La., in 1884, in which business he continued until 1894, when he went to Boulder, Colo., to enter into partnership with his brother, Dr. G. B. Blake, who died a few months after this partnership was formed, and Mr. Blake, having a sincere love for Louisiana, hastened back to his native state. Immediately upon his return, in September, 1895, he became traveling salesman for the L. N. Brunswig Company, of New Orleans. Mr. Blake, possessing a most lovable, cordial nature, together with the most polished and courteous manner, his every act that of loyalty and honesty, was successful in his new business from the very first, and soon won the esteem and confidence of his company, as was shown when, in 1903, the firm of L. N. Brunswig & Co. being succeeded by the Parker-Blake Co., Ltd., he was elected vice-president of the new firm. Loving and loyal to the house which had honored him, and just beginning to reap the harvest of his years of hard work, he was looking forward to a future full of promise of success and happiness, when, on the morning of September 15, 1903, he was stricken with acute Bright's disease, and died two days later.

MONROE WILLIAM LAUER

Secretary and Treasurer Magnus & Lauer, New York City.
1874-1903.

Monroe William Lauer, Secretary and Treasurer of the essential oil firm of Magnus & Lauer, died at his home in New York, on Tuesday, October 13, after a brief illness. Mr. Lauer had recovered from a siege of typhoid fever, and, suffering a relapse, in spite of all that medical aid could do, failed to rally. The deceased was twenty-nine years of age, having been born in New York August 24, 1874. He attended Columbia College, but was obliged to abandon his course before graduating, on account of ill-health. About six years ago he formed, with Mr. C. P. Magnus, the corporation of Magnus & Lauer, manufacturing and importing essential oils and similar articles. Mr. Lauer was a young man of unusual promise, and the cutting off of his career was a severe blow to the trade, with whom he was genuinely popular.



M. W. LAUER

WILLIAM MATTHEW WARREN

General Manager Parke, Davis & Co., Detroit, Mich.
1864-1903.

William Matthew Warren, General Manager for Parke, Davis & Co., died at his home in Detroit, Mich., Wednesday, November 11, 1903, from cerebro-spinal meningitis, following the shock of



WM. M. WARREN

a fall received ten days earlier. Mr. Warren was born at Smith's Station, Ala., in 1864. He entered the employ of the New York branch of Parke, Davis & Co., at the age of sixteen as messenger boy. Quickly showing his worth, he rose with rapid strides, and at the age of twenty-two was transferred to the home office in Detroit, where the opportunities for further advancement spurred him to greater effort, and, at the age of thirty-two, he became general manager of all the Parke-Davis forces. Through his force of character and business ability, the business was wonderfully increased, and branches were established in many foreign countries, as well as in the principal cities of the United States, and the manufacturing equipment was nearly trebled in size and activity. Mr. Warren possessed a genial and sunny disposition, which endeared him to all who came in contact with him, and he is mourned by scores of associates and employes who loved him, believed in him and were anxious to serve him.

Always prominent in church connections, Mr. Warren was, at the time of his death, a deacon in the First Presbyterian Church, and a member of the Presbyterian Club of Detroit.

A man of strong social proclivities, he was a member of many clubs, and was quite prominent in yachting circles. Mr. Warren married Mary C. Buhl, who died three years ago, and is survived by a daughter, Elizabeth Buhl Warren.

ROBERT JARVIS COCHRAN WALKER

Powers & Weightman, Philadelphia, Pa.
1838-1903.

Robert Jarvis Cochran Walker, member of the firm of Powers & Weightman, died at his home in Philadelphia, December 19, 1903. For five years previous to his death, Mr. Walker had not been in good health, and for a week had been confined to his home by an attack of bronchitis, which was not, however, considered serious until the day before his death, when he began to sink rapidly.



R. J. C. WALKER

Mr. Walker was born in Cochranville, Pa., October 20, 1838. He was educated at Easthampton and Old Cambridge, Mass., and was graduated from the Harvard Law School with the degree of LL.D., and on the twenty-first anniversary of his birth, was admitted to the bar. His first business location was in New Orleans, but, not being pleased with the outlook in that city, he moved to Philadelphia, and began the practice of his profession. He entered political life early in his career, and was elected to city councils, where he served for several years, and for a time was member of the Finance Committee. About 1879 he moved to Williamsport, Pa., and in 1880 was elected to Congress, representing the Sixteenth Congressional District, serving one term and declining renomination. He was president of one of the national banks of Williamsport for several years, and was also connected with some of the more important enterprises of that active city. In 1893, returning to Philadelphia; he became a partner in the firm of Powers & Weightman, manufacturing chemists, in which he continued until the time of his death.

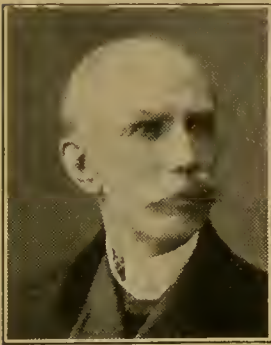
Mr. Walker was fond of travel, and made several voyages abroad, on one or two occasions making the journey around the globe, and spending several months in China and Japan. He was a man of genial and affable disposition, cultivating the social

side of life, and was a member of many social organizations, and was much beloved for his many excellent qualities of mind and heart.

KENNEDY BROWN BAILEY

Treasurer Grasselli Chemical Co., Cleveland, Ohio.
1840-1903.

Kennedy Brown Bailey, Treasurer of the Grasselli Chemical Company, died at his home in Cleveland, Ohio, on December 29, 1903, after an illness of only a week, of acute pneumonia. Mr.



K. B. BAILEY

Bailey was in his sixty-fourth year, having been born in Cincinnati, Ohio, in 1840. In 1867 he went to Cleveland, having left the Little Miami Railroad Company to accept a position as cashier with Mr. Eugene Grasselli, founder of the Grasselli Chemical Company. When the Grasselli Chemical Company was incorporated, in 1885, Mr. Bailey was elected treasurer, serving in this capacity until the time of his death. A man of sterling qualities, he was recognized in the financial world as one of the

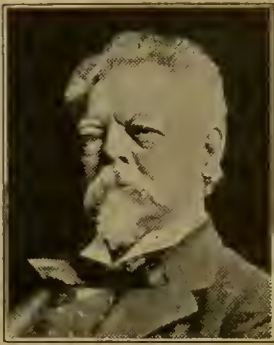
strong and safe business men of Cleveland.

At the time of his death Mr. Bailey was a director in the Broadway Savings and Trust Company, and also vice-president of the Woodland Avenue Savings and Trust Company, and was chairman of the finance committee of the latter institution. He was a regular attendant of the Second Presbyterian Church, and was much interested in the work of the church, though not a member of it. His personal qualities and business abilities earned for him the esteem of his associates, who mourn the loss of a warmhearted and sympathetic friend, a generous and congenial co-worker of sterling integrity, whose sense of justice and equity was above personal interest, and who, therefore, enjoyed the confidence of all, and was trusted most by those who knew him best.

CAPTAIN FREDERICK PABST

President Pabst Brewing Co., Milwaukee, Wis.
1836-1904.

Captain Frederick Pabst, President of the Pabst Brewing Company, died at his residence in Milwaukee, January 1, 1904. While the members of his family, and friends, knew he was suffering from an incurable disease, his death came quite suddenly and unexpectedly.



FRED. PABST

Captain Pabst was born in Thurengen, Saxony, March 26, 1836, and came to this country with his family at the age of twelve years. After a few months' stay in Milwaukee they settled in Chicago, the father as cook, and the son as waiter, at a hotel. Attracted to the sea on his trip from the Fatherland, he was not long contented with his hotel work, and soon obtained a position as cabin boy on one of the Goodrich steamers, where his industry and ability won for him the esteem of his employers, and he was rapidly promoted until, at the age of twenty-one, he was made captain of the Huron. In 1862 Captain Pabst married Marie, daughter of Philip Best, of the brewing firm of Jacob Best & Sons, and, his long trips away from home becoming irksome to him, he decided to transfer his interests to the brewing business of his father-in-law, who was then the owner of the Best Brewing Company, his father having retired in 1860. Investing all his hard earnings and beginning at the bottom of the ladder, Captain Pabst made a careful study of his new business, and soon mastered all its details. Introducing new and improved machinery he soon made the business the largest of its kind in the world, and, in 1889, the name was changed by the stockholders to the Pabst Brewing Company, with Captain Pabst at its head.

Personally, Captain Pabst was one of the most approachable of men, of a disposition most kindly, of a manner most courteous, and tinged to the last with a bluff geniality suggestive of his

early seafaring days. As a never-failing and generous contributor to all the movements for the advancement of charity, art, education and civic betterment, he will be materially missed by the city of his residence and affection.

WILLIAM HENRY SCHMIDT

Formerly with A. Kiefer & Co., Indianapolis, Ind.
1857-1904.

William Henry Schmidt, for many years connected with the firm of A. Kiefer & Co., prominent in the drug trade, and universally beloved by his wide circle of acquaintances, died on the 25th of April. While Mr. Schmidt has not been identified with the drug trade for a number of years, having retired from the firm of A. Kiefer & Co. in 1895, he was so well known by the proprietors and jobbers all over the country that it seems befitting to speak of him among the others of our Association who have been called away since our last convention.



W. H. SCHMIDT

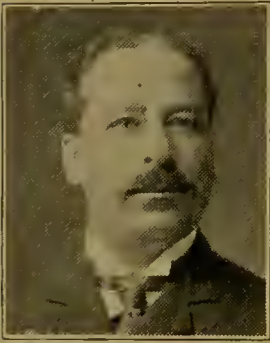
Mr. Schmidt was born at Madison, Ind., September 21, 1857, and went to Indianapolis in 1868 with his parents, and a short time afterward entered the employ of A. Kiefer & Co. as errand boy. His energy and business ability earned for him rapid promotion, and, at the time of his retirement from business life, he was one of the largest stockholders of his firm. Always interested in politics, at a comparatively early age he became one of the recognized leaders of his county, and in 1895 retired from business life to become County Treasurer, in which office he served two terms. During his term of office he became interested in mining properties in Mexico, and, upon its termination, spent much time in that country, developing the properties until his sight became seriously affected four years ago. He then returned to Indianapolis, and devoted himself to staying the progress of

the disease which was destroying his sight, but without avail. Last August he was taken to the Fletcher Sanatorium, after a complete nervous collapse, brought about by the total loss of his sight, which illness culminated in his death in April. While the serious nature of his illness was known to many, the news of his death was a shock to a wide circle of devoted friends, by whom he was regarded with unfading affection. His upright and honorable life, and genial, manly nature, endeared him to all who came in contact with him. Mr. Schmidt was a charter member of the Colonial and Marion Clubs, a member of the Board of Trade, of the Ancient Landmarks, a Scottish Rite, a Knight Templar and a Thirty-third degree Mason.

WILLIAM J. WALKER

Walker & Gibson, Albany, N. Y.
1853-1904.

William J. Walker was born in Albany, February 13, 1853. He received his early education in the public schools, and at the age of fourteen entered the law office of Simon W. Rosendale, with the intention of studying law, but in 1869 abandoned this intention and entered the employ of A. McClure & Co., wholesale druggists, as clerk. Charles Gibson, who subsequently became his partner and brother-in-law, entered the employ of the firm a year later. In 1882, Mr. Walker was admitted to partnership in the firm, and in 1889 the firm was changed to McClure, Walker & Gibson, Mr. Gibson being the new member. Mr. McClure retired in 1893, the firm then becoming Walker &



WM. J. WALKER

Gibson, which it has since remained.

The National Wholesale Druggists' Association has always been one of Mr. Walker's keenest interests, and his opinions and judgments have always been sought by his associates, and he has

served on many committees. At the annual convention held in Chicago in 1900, his colleagues showed their confidence and trust in him by electing him President of the Association, of which trust he proved most worthy.

Mr. Walker's interests were not entirely absorbed by his business, as he was an ardent politician, and served as police commissioner in Albany from 1895 to 1897; was Republican candidate for Mayor in 1895, was delegate to the Republican convention at St. Louis in June, 1896, and frequently a delegate to local and state conventions. He was a member of the Fort Orange Club, a director of the United Traction Company, of the National Commercial Bank, the Union Trust Company, the Municipal Gas Company, and a member of the Board of Governors of the Albany Hospital. He was also a trustee of the Mechanics' and Farmers' Bank, the Madison Avenue Reformed Church, and the College of Pharmacy.

The news of the sudden death of Mr. Walker, while taking his morning ride in the park near his home on May 9th, came as a great shock to the many who were proud to call him friend. He had been in poor health for some time, but a recent visit to California had benefited his health to such an extent that his friends had hoped that the improvement was permanent. Mr. Walker's death was caused by heart failure, and was instantaneous. He was seen to fall from his horse and when picked up life was extinct. It is only those who knew him best who realize the great loss that they have sustained. His sterling qualities as a man, his calm judgment and foresight, his warm, affable nature, and his unfailing kindness and courtesy endeared him to all who came in contact with him, and his business, as well as his personal friends, feel keenly the loss which they have met in his death.

GEORGE DONALD McDAID

Olney & McDaid, Clinton, Ia.

1851-1904.

George Donald McDaid died at his home in Clinton, Ia., July 13, 1904. Mr. McDaid was born in St. Lawrence County, N. Y., August 8, 1851. Going West in 1867, he located first in Oregon,



GEO. D. McDAID

Ill., and in 1872 in Clinton, Ia., since which time he has been one of its most loyal citizens. In the spring of 1873 Mr. McDaid entered the employ of Olney & McMahan, first as clerk, and then as traveling salesman. In 1881, Mr. Olney, having meantime purchased his partner's interest in the business, recognized Mr. McDaid's worth by offering him a partnership in the business, which was accepted, and the firm of Olney & McDaid was formed. Mr. McDaid was one of the most successful and popular salesmen in the West, and, having built up a most profitable trade, remained on the road for some years after becoming a partner in the business, continually winning new friends and customers for his house. In 1891, when the business was incorporated under the same name, Mr. McDaid was elected vice-president and general manager, ably filling this position until the time of his death. A man of broad ideas, a close student of affairs, and gifted with extraordinary perception in business, Mr. McDaid had all the qualities which go to make up a successful life. He was beloved of his associates and employes, and held in the highest esteem by all the patrons of his house.

Always interested in the affairs of his home city, he entered politics, and served as Mayor two terms, from 1898 to 1902, devoting the same energy and ability which characterized his commercial affairs to his municipal duties. At the time of his death he was president of the Iowa & Illinois Railway Company, and also of the Board of Trustees of the Carnegie Library, an institution which his efforts secured for the city and in which he took

much pride. In the death of George D. McDaid, Clinton loses one of its most popular citizens; his associates in business one whose worth they knew, and whose loss they deeply deplore, and the National Wholesale Druggists' Association one of its staunchest supporters.

ROBERT DUNCAN COOMBS*

Secretary Smith, Kline & French Co., Philadelphia, Pa.
1842-1904.

Major Robert Duncan Coombs, Secretary of the Smith, Kline & French Co., died at his home in Philadelphia, August 11, 1904. Major Coombs' death was very sudden and unexpected, being caused by heart failure, brought on by an attack of acute indigestion. He was at his office in the morning of the day of his death, which occurred about 8:30 in the evening. Born in 1842, Major Coombs' early education was received at Girard College, Philadelphia, and early in the Civil War he enlisted in the 15th Pennsylvania Cavalry, receiving his commission before the close of the war. He was taken prisoner during the war, and confined in Andersonville prison for five or six months. At the close of the war he became connected with the drug house of Bullock & Crenshaw, which is now out of existence, remaining with them until about 1886, when he associated himself with Smith, Kline & Co., and when this company was incorporated under the name of the Smith, Kline & French Co., he was elected Secretary, which position he held until his death.

* The Secretary was unable to procure a photograph of Mr. Coombs.

WILLIAM WEIGHTMAN

Powers & Weightman, Philadelphia, Pa.

1813-1904.

William Weightman, head of the great chemical firm of Powers & Weightman, died at his home in Germantown, Pa., August 25, 1904. Mr. Weightman, who lacked but a month of his



WM. WEIGHTMAN

ninety-first birthday; was probably the oldest active business man in the country. He was born in Grimsby, England, September 30, 1813, and early displaying a natural bent for chemistry, took a course in pharmacy in his native place, with a view to establishing himself in the drug business. At the solicitation of his uncle, John Farr, who had established a chemical laboratory in Philadelphia, devoting special attention to the manufacture of sulphate of quinine, he went to Philadelphia in his sixteenth

year, to complete his pharmaceutical course. His studies being supplemented by practical work in his uncle's laboratory, he soon became an expert in chemistry, until his reputation along the lines of his chosen calling has been world-wide, and his knowledge has been eagerly sought by those in need, who always found him willing to hold out a helping hand.

In 1838, Mr. Farr associated with him Thomas H. Powers, and his nephew, William Weightman, under the name of Farr, Powers & Weightman. At the death of Mr. Farr in 1847, the firm became Powers & Weightman, and Mr. Powers dying in 1878, William Weightman succeeded to the business alone, continuing so until he took into partnership his two sons, whose respective deaths left Mr. Weightman again alone in the business, which he continued under the same firm name for some time. January 1, 1893, he admitted to an interest in the business his son-in-law, Hon. R. J. C. Walker, whose death occurred in December last, and whose widow, Mr. Weightman's only surviving child, being admitted to the firm January 1, 1904, remains

the only surviving member of the firm of Powers & Weightman. By the death of Mr. Weightman, this firm, for the second time within a few months, has been called upon to sustain an inestimable loss.

From the time when Mr. Weightman first became associated with the business, until about three weeks before his death, he has given his personal and continual attention to the business of which he died the honored head, and the wonderful growth of the business is largely due to the manliness and business ability which have ever marked his character and life. Unassuming and reserved in nature, he was a most approachable and courteous man, and eminently just in all of his transactions. His many employes, a large number of whom have spent a lifetime in his service, mourn his loss as of a beloved father, and the city of his adoption loses a public-spirited citizen, whose many deeds of charity were performed in so unobtrusive a manner as to attract but little public attention.

ADDIS EMMET NEAT

Peter-Neat-Richardson Co., Louisville, Ky.
1851-1904.

Addis Emmet Neat, of the Peter-Neat-Richardson Co., died at his home in Louisville, Ky., September 5, 1904.

Mr. Neat was born in Franklin County, Ky. His father being a physician, he determined to follow the same profession, and through his own efforts, secured an education at the State College of Kentucky. After graduating in medicine, he accepted what he supposed would be a temporary situation with Mr. O. Sackett, of New Albany, Ind., but remained with him for many years, becoming later a partner in the business. About sixteen years ago he embarked with his brother in the manufacturing business, and in a short time they associated with them the Messrs. Richardson, in the wholesale drug business, which they



A. E. NEAT

conducted with marked success, until about four months before his death, when they combined with the Peter-Bauer Co., forming the present firm, the Peter-Neat-Richardson Co. Mr. Neat was essentially a self-made man, and his success from so small a beginning was phenomenal. His sterling character and marked business ability carried him always to the front in whatever he undertook. He was a man of the highest character, who not only professed, but lived a Christian life, and his death has left a vacancy which his many friends feel can never be filled. His life is a splendid example of what may be accomplished by perseverance and fair dealing. His purity of character has left an ineffaceable impression on the minds of all who were associated with him both in business and private life.

GEORGE FRANK KELLOGG

Secretary Eastern Drug Co., Boston, Mass.
1851-1904.

Mr. George Frank Kellogg, Secretary of the Eastern Drug Co., of Boston, Mass., died very suddenly in that city October 7, 1904.



GEO. F. KELLOGG

Mr. Kellogg was a native of Littleton, N. H., where he was born July 25, 1851. His early life was spent in his native town, where he learned the joiner's trade, working at it for about two years. At the age of eighteen he went to Boston, and entered the employ of George C. Goodwin & Co., the old-time drug firm, with which his uncle, Mr. Webster, was connected, later becoming a partner. Mr. Kellogg remained with Goodwin & Co. for thirty years, and when this firm became associated with other drug firms, on January 1, 1900, in forming the Eastern Drug Company, he was elected secretary. In this capacity, as well as while in the service of George C. Goodwin & Co., Mr. Kellogg became

widely known to the retail and wholesale trade of New England and elsewhere. Mr. Kellogg resided in Brookline, Mass., where he was a trustee and treasurer of the St. Mark's Methodist Episcopal Church Society. He was a member of the Boston Art Club, the Boston Druggists' Association, and the Knights of Honor.

Mr. Kellogg's sudden death came as a great surprise to his many friends, who were entirely unprepared for the sad event. He visited New York but a few days before his death, returning home because of not feeling well. Upon consulting his own, and other physicians, he was much surprised to learn that his heart was in a weakened condition, and that he must take a much-needed rest. He was making plans for a vacation for this purpose when the end came.

In memory of these, our departed associates and friends, the Committee recommends that the usual custom shall be observed of setting apart a memorial page in the record of the proceedings of this convention.

Respectfully submitted in behalf of the Committee,

JAMES F. COWEE, *Chairman.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Committee on Memorials of Deceased Members. This report will take the usual course and be submitted to the Board of Control.

The next on the list is the report of the Committee on Paints, Oils and Glass, Mr. Charles E. Potts, of Wichita, Kan., Chairman.

Mr. Potts presented the following report:

REPORT OF COMMITTEE ON PAINTS, OILS AND
GLASS

To the National Wholesale Druggists' Association:

Mr. President and Gentlemen—A report regarding commodities which are only carried in stock by a number of our members to a very limited extent, and practically not at all by houses in the largest cities, cannot but be uninteresting to many, so I will ask your kind indulgence for this reason.

Economic conditions continue to point to the antagonistic relations between capital and labor such as were never experienced in this country in the past. The year 1904 bids fair to go down into history as the year of big labor strikes, and there is no branch of industry more seriously affected than the building industry, which has evidently affected the volume of business along the lines indicated in this report. The contention seems to be, is in fact, between open shop and organized labor. There are many indications that go to show that the latter is learning a very valuable lesson in economics, and hope can be entertained that the strikes that characterized this last year may be less strenuous in the future. If a few of the walking delegates were given a chance to sit down and rest awhile in prison business operations would proceed with greater celerity. It is obvious that men will hesitate to invest their capital in productive enterprises if it means a constant strife with labor unions and the frequent strikes tend to retard trade and make it uncertain about filling their contracts.

Notwithstanding these adverse conditions, which have prevailed for the past year or two, at the present writing there is evidence of a new era of prosperity dawning for the Americans. The history of our country in a business way goes to show that we have cycles in business, regular periods of prosperity followed by a lesser period of depression. The total wealth of the United States, according to the best estimates we have, has increased in ten years from \$75,000,000,000 to \$106,000,000,000. Another ten years of increase will make the wealth of the country \$140,000,000,000. When we remember that such a total must be compared with \$42,000,000,000 in 1880, the accumulation will be seen to be

almost incredible. The bank deposits for this period are more than double, being \$10,000,000,000, when ten years ago they were less than half that amount. In ten years the railroad companies' gross earnings have increased from \$1,200,000,000 to \$1,900,000,000. If the percentage of increase for the last decade should be maintained for the next ten years the total would reach \$3,000,000,000.

Our foreign trade has increased during the same period from \$1,500,000,000 to \$2,500,000,000. Our export of agricultural products may not increase more than the present figures, but it is safe to say that our increased command of the foreign markets for our manufactures will probably bring the total of the foreign trade to \$3,000,000,000 for the next decade. The bank clearings of the country have increased two and a half times during the past ten years. These conditions must lead to the conclusion that with the combination of population and natural resources, we stand as a country absolutely unrivaled and nothing to balk our progress but our own mistakes.

WHITE LEAD AND MIXED PAINTS.

Prices of white lead showed marked steadiness throughout the year 1904. Nothing of special interest has come to the surface relative to corrodors and distributors. The demand has been normal and nothing of special interest in the way of activity has been noted other than that the consumption is steadily increasing. Labor troubles in the building trades served to hold the consumption in check to some extent in paint materials in general, but notwithstanding this fact, transactions for the year have been of a satisfactory volume and distributors have had no reason to complain in the making of reasonable profits.

Prices of American dry white lead opened up at 5 cents on January 1, and early in June advanced to $5\frac{1}{4}$ cents, and then declined to 5 cents in September, which price remains intact today, October 29.

The present card price of white lead has been effective since December 1, 1903, which fact is a matter of congratulation to the trade. Pig lead has fluctuated to some extent, but the price

today is about the same as it was at the beginning of the year. The sale of mixed paints has been slowly but surely increasing from year to year, prices having undergone no change, but the best quality goods have enjoyed the most of the increase in volume of business. One train of nineteen cars passed through our city for a neighboring State last February.

LINSEED OIL.

The flaxseed crop in the Northwest is estimated at from twenty to twenty-four million bushels. To this must be added the surplus of about three million bushels which has been carried over from last year. The entire crop has been of prime quality. The condition of the linseed oil market is peculiar and at present is not based on the supply of flaxseed. The American Linseed Co. control the situation and are, as they are holding the surplus which cost them more than the present price of flaxseed, desirous of higher prices for oil, but they are hindered in their efforts to advance the market by European conditions, which are weak. Any advance of importance in flaxseed in this country would make it possible to import seed, which would add to the crop. Our consumption of flaxseed is about twenty million bushels annually. The future price of linseed oil is therefore very uncertain, as oil today is sold at about cost and in some instances below cost. There appears to be hardly any probability of better prices between now and the opening of the new year, at the same time there is not much, if any, reason for a further depression. The extreme of prices during the past year is covered by a difference of 10 cents per gallon, while the bulk of the transactions have been within a much narrower range, showing a steadier maintenance of values than had prevailed for a number of previous years. The basis of values, as compared with any preceding year has been so low as to leave very little opportunity for the operations in adulterated linseed oil or the various compounds that have been offered as substitutes during the seasons of higher prices.

WINDOW GLASS.

The window glass business during the past year has been unsatisfactory to the jobbing trade. In the fall of 1903 many factories resumed operations while the jobbers still held large stocks of glass and manufacturing companies had stocks on hand to the amount of about 1,500,000 boxes. The efforts of two of the large companies to move their stocks and wind up their business, coupled with the desire of the American Window Glass Company to reduce their stock to the lowest possible figure resulted in a further demoralization of prices; and as a result the jobbers found their stocks on hand becoming of less value each day, and the purchases they made were made on a falling market, prices being finally reduced about 28 per cent.

About the time the trade had become established on the basis of the new price it was again upset by the lowering of prices on first three brackets for machine-made glass and the complete reversal of the former policy of the American Window Glass Company in its dealings with the trade. This company, which for years had been regarded as the leader among the manufacturers and had always stood for high prices, whose policy had been to deal solely with the jobbers, reversed its policy and openly announced its intention of selling direct to the small trade as well as to the jobbers, and quoted the same price to each class of trade.

The jobbers thus found themselves cut off from a large portion of the business that had formerly been theirs, and found themselves unable to buy at a price that would enable them to compete for their trade at a profit. The losses suffered by the jobbers as a result of this and the consequent demoralization of their trade, disgusted nearly all the jobbing trade, and all pursued a policy of reducing their stocks to the lowest possible figure. They were thus forced to endeavor to arrange with manufacturers to ship direct to their customers in small lots, and to do business with a ridiculously small margin of profit.

The manufacturers, finding business unremunerative, were also forced to pursue a different policy, and many of them encouraged the action of the jobbers to place orders in small lots for direct shipment to customers.

The class of manufacturers who are engaged in the business without sufficient capital to carry on a legitimate business contributed their share to the general demoralization. Probably one-third of all the window glass produced in the country was made by manufacturers who had not sufficient capital to carry a single car of glass in their warehouses. Many of these were forced to pay for materials draft against document, and were unable to settle with their workmen except by selling glass draft against bill of lading. As a result they were forced to make arrangements with various jobbers to take their glass as fast as they made it, and in return made a concession of from 5 to 10 per cent. below the existing prices. With but few exceptions the jobbers who were thus favored by these needy manufacturers, instead of trying to maintain the market and reap the benefits of the advantage thus secured, immediately proceeded to throw away or give away the advantage they had thus gained by lowering their prices. In many instances they suffered a greater loss in the value of the stocks they had on hand than they reaped in the concessions made by these manufacturers. Instead of pursuing a policy of seeing how much profit they could make they endeavored to demonstrate how small a margin they could do business on.

The situation was further complicated by the action of a number of manufacturers who not only marketed their own glass, but did a jobbing business with glass furnished by other manufacturers. This class of distributors also pursued the policy of selling the jobbers and the jobbers' customers upon the same terms. Owing to the lack of organization among the jobbers they were enabled to carry on a remunerative business on this score, as they found the jobbers utterly indifferent to their course of action.

The demoralization of the trade was completed through the action of the American Window Glass Company in operating its machines during the summer months; and the window glass business has reached the condition that most jobbers would gladly retire from it if they could do so.

The stocks in the hands of the manufacturers and jobbers at the close of the fire in June were probably lower than they had

ever been at that season of the year; and while trade has not been good, yet there has been a fair demand for glass in many sections of the country. The start this year is later than for many years past, and the indications are very strong that there will be but little glass on the market by the middle of November. At this time the stocks in the hands of the jobbers have been sold down to the lowest possible amount, and it is estimated that there is not one good stock in the hands of any manufacturer in the country today, and not over 400,000 boxes in the hands of all the manufacturers.

Respectfully submitted,

CHARLES E. POTTS, *Chairman.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Committee on Paints, Oils and Glass, which will take the usual course and go to the Board of Control.

INVITATION FROM NEW ORLEANS COTTON EXCHANGE

Secretary Toms read a communication from the New Orleans Cotton Exchange, extending to the delegates the freedom of the rooms of the Exchange during their stay in the city.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the invitation from the New Orleans Cotton Exchange. What is your wish regarding it? Unless some objection is made the invitation will be accepted and the Secretary instructed to present the thanks of the Association to the Cotton Exchange for its courtesy.

We will now suspend the reading of the reports for

the time being, and call for the report of the Committee on Nominations.

The Chairman of the Committee, Mr. W. J. Walding, presented the following report:

REPORT OF COMMITTEE ON NOMINATIONS

Mr. President and Gentlemen:

Your Committee on Nominations beg leave to report as follows:

For President—M. Cary Peter, Louisville, Ky.
 For First Vice-President—A. D. Parker, New Orleans, La.
 For Second Vice-President—A. B. Stewart, Seattle, Wash.
 For Third Vice-President—Charles Cook, Portland, Me.
 For Fourth Vice-President—A. J. More, Sioux City, Ia.
 For Fifth Vice-President—Carl Leich, Evansville, Ind.
 For Secretary—J. E. Toms, Indianapolis, Ind.
 For Treasurer—Samuel E. Strong, Cleveland, Ohio.
 For Board of Control—
 Lucien B. Hall, Chairman, Cleveland, Ohio;
 Fred L. Carter, Boston, Mass.;
 William J. Mooney, Indianapolis, Ind.;
 Charles W. Snow, Syracuse, N. Y.;
 James W. Morrisson, Chicago, Ill.

Respectfully submitted,

W. J. WALDING, *Chairman.*

W. O. BLANDING,

J. C. ELIEL,

W. A. HOVER,

EDGAR D. TAYLOR,

Committee.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Committee on Nominations. Under the rules, two hours' notice must be given of the time when the election of officers will take place. In accord-

ance with that rule the Chair announces that the election of officers will take place during the morning session on Thursday.

I now call for the report of the Committee on Time and Place of Next Meeting.

Mr. E. D. Taylor, Chairman of the Committee, presented the following report:

REPORT OF COMMITTEE ON TIME AND PLACE OF NEXT MEETING

Mr. President and Gentlemen:

Your Committee beg leave to report that they recommend the acceptance of the very kind invitation from our New York friends, and that our Association meet there in the fall of 1905, the time of meeting to be left to the local committee. We also recommend that our thanks be extended to the other cities for their very kind invitations.

Respectfully submitted,

E. D. TAYLOR, *Chairman.*

C. F. CUTLER,

J. A. GALLAGHER,

THOS. P. COOK,

H. BEHRENS,

Committee.

PRESIDENT SHOEMAKER: The report of this Committee is subject to the same provision as the report of the Committee on Nominations. Under the rules two hours' notice must be given of the time when the selection of the place of meeting will be made. In accordance with that rule, the Chair announces that the selection of the place for the next meeting will be made during the morning session on Thursday.

We will now receive the report of the Committee on the Address of the President. I will ask the First Vice-President, Mr. M. Cary Peter, to take the Chair while that report is being made. [Vice-President Peter in the Chair.]

Mr. C. F. Weller, Chairman of the Committee on President's Address, presented the following report:

REPORT OF COMMITTEE ON PRESIDENT'S ADDRESS

The Association has listened with a great deal of pleasure to the splendid address given by President Shoemaker, and many of the suggestions contained therein meet with our hearty approval. The following resolutions are recommended for consideration:

Resolved, That the interest of manufacturer, jobber and retailer being identical, each dependent on the other, it is necessary that the rights of each party in interest be carefully guarded, and that the manufacturers should distribute their products through the legitimate wholesale druggists only. Retailers for their part should carry out the resolutions adopted by the National Association of Retail Druggists and confine their patronage to the regular authorized distributors;

Resolved, That the rebate plan having stood the test of time and being stronger than ever before in the history of our Association, that the same be given our unqualified support, and that we cannot urge our members too strongly to abide by its requirements;

Resolved, That the subject of local Associations is of the utmost importance. Different conditions prevail in the various localities, and must be handled in a manner to be determined by the local jobber. In no instance, however, must the local Association take any action detrimental to the interest of the National Association, or in direct violation of any rules laid down by the National body;

Resolved, That while jobbing druggists are as a rule in hearty sympathy with manufacturers of pharmaceutical preparations,

and medicinal plasters and dressings, yet we view with some degree of alarm the inroads in our business that are being made by some over-zealous manufacturers who are marketing their goods, not only to the jobber, but through the retailer and physicians as well, at jobbers' prices. We are pleased to note, however, that there are a few notable exceptions; some manufacturers appreciating the fact that the jobber is the legitimate distributor of this class of goods, have cut out all preferred accounts, and have signified their intention to confine their sales to the legitimate jobber only. Under these circumstances we should give such manufacturers our unqualified support.

The attention of our members is particularly drawn to the wise suggestion that individual profits can be largely increased by closer attention to service and quality, rather than by the cutting of prices.

The President has presented an able address, which warrants careful perusal and consideration, and we recommend its adoption, together with the resolutions herewith attached.

Respectfully submitted,

CHARLES F. WELLER,

CHARLES A. WEST,

JOHN W. DURR, JR.

Committee.

VICE-PRESIDENT PETER: Gentlemen, you have heard the report of the Committee on the President's Address and the resolutions which have been offered in connection therewith. What action will you take thereon?

MR. J. C. ELIEL, Minneapolis: I move that the report be accepted and the resolutions adopted as offered. (Motion carried.)

(President Shoemaker resumes the Chair.)

PRESIDENT SHOEMAKER: We will now continue the reception of the regular reports. The next report will

be that of the Committee on Relations with Local Associations, City and Interstate, Mr. George W. Lattimer, Columbus, Ohio, Chairman.

Mr. Lattimer made the following verbal report:

REPORT OF COMMITTEE ON RELATIONS WITH
LOCAL ASSOCIATIONS, CITY AND
INTERSTATE

Mr. President and Gentlemen:

Your Committee have no written report to offer at this time; not through indifference or negligence, nor the lack of material for doing so, but for other reasons.

The United States is well organized, as has been reported before. The New England Drug Exchange, the Southern Drug Club, the Jobbers' Social Club of the Missouri Valley, the Mississippi Valley Drug Club, the Pacific Drug Exchange and the Chicago Club are all doing splendid work. The South Atlantic Drug Club is well organized, but during the last year has not been able to accomplish as much as desired.

The O. K. & I. Exchange, as has been stated, is considered one of the strong organizations of the United States. The Lake Erie Exchange has recently been consolidated with the O. K. & I. Exchange, owing to the fact that all of the former were members of the latter exchange excepting the Detroit and Grand Rapids houses.

The Ohio Valley Drug Club is also well organized, but being a newer organization has not probably accomplished as much as some of its members had hoped for.

It should be impressed upon the minds of every member of the different organizations, that good work can only be accomplished by frequent meetings. Let the social side have equal prominence with the business side. It is only by becoming personally acquainted by frequent meetings that the competition by unfair and unbusinesslike methods can be eliminated.

These local organizations should teach their members that fair, businesslike competition is not in cutting prices, but in striving

to conduct business on the highest plane, serving the trade in the best manner possible, with the best and most reliable goods, the neatest packages, the promptest service, commensurate with fair prices to both parties.

There are many questions of great importance to every wholesale druggist in the country. The relations they bear to the manufacturer and the retailer become more serious every year. This question was treated at length in the report of this Committee last year.

The encroachment of the manufacturer upon the markets of the wholesaler, thus enabling the retailer also to trespass, is fast becoming so serious that there is a growing sentiment among many of the local organizations that the time has arrived to protect our rights and preserve our interests.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Chairman of the Committee on Local Associations, City and Interstate. This report will take the usual course and be referred to the Board of Control.

The next report is that of the Committee on Transportation, Mr. Theodore F. Meyer, of St. Louis, Chairman.

SECRETARY TOMS: Mr. Meyer does not seem to be in the room, but I have the report, and with your permission will read it.

REPORT OF COMMITTEE ON TRANSPORTATION

Mr. President and Gentlemen:

The twelve months ending with September, 1904, have marked an era of great activity in railroad construction. Over 4,000 miles of road have been completed, more than two-thirds of which enters a territory heretofore not reached by rail, thus opening a new field of unlimited resources which must of necessity be of great benefit to many members of our Association.

We find that during the past year the railroad companies have strictly adhered to the provisions of the Elkins law in the matter of the maintenance of published tariff rates, thus insuring us against the demoralizing effect of rate wars on carload commodities. The general rate situation throughout the country remains practically unchanged, except that in the middle west the rates have been materially reduced.

While on the subject of rates, the members of our Association must bear in mind that we cover a vast territory. Our interests, so far as transportation is concerned are not always identical, and it is therefore a difficult question for the National Association to consider. We should, however, guard against any attempt of unjust discrimination against any jobbing center.

In the matter of uniform bill of lading governing Trunk Line territory, which has no doubt shared the attention of our members, we beg to report that at a meeting of the representatives of the various boards of trade, traffic bureaus and transportation companies, held at Chicago, June 28, many of the objectionable features, particularly pertaining to the demand of the transportation companies, that the signature of the shipper must be placed on the bill of lading before accepting a shipment for transportation, were eliminated, so that effective January 1, a uniform bill of lading will be issued by the railroad companies which has been agreed to by both parties, and which is, in effect, practically the same as the original form adopted in 1894.

The reasons for taking exception to the signature feature of the bill of lading are no doubt apparent to the members of this Association, who, as consignees, are familiar with the rules and regulations covering state and interstate traffic, but as consignors we deal largely with retailers, who, as a general rule, are too busy to give transportation matters much attention, and admitting that the consignee is the owner of the property, as soon as a receipt is obtained from the common carrier, we have absolutely no right to force upon him the condition of a bill of lading in the making or acceptance of which he has had no voice. We therefore urge that any attempt on the part of the railroad companies to enforce the signature condition be met with determined resistance by this Association.

We find that shipments have not been moved by the transportation companies as quickly as we would wish, but the condition as applying to the entire country was largely brought about by the heavy passenger traffic incident to the Louisiana Purchase Exposition at St. Louis. In addition to this, particularly in the Southwest, the railroad companies have suffered heavily from washouts, which in some instances suspended freight traffic for fifteen days.

The matter of prompt deliveries is one, which in the opinion of your Committee, can be more effectively handled as a local proposition through the various boards of trade, traffic bureaus, and by individual effort.

It must be manifestly evident to all members of this Association, that the various classifications covering the different territories throughout the United States are not, in all cases, reasonably adjusted with reference to the different styles of packages, as well as to quantities. It is not necessary, at this time, to enter into a detailed citation. It is the opinion of your Committee that the ideal classification and rate condition is one in which the rate covering a specific commodity, shows a margin of difference between the carload and less than carload quantity of not in any case to exceed the actual difference in cost of transportation. The tendency to make an exceptionally low rate on a commodity in carloads as compared to less than carload is one of the chief causes of discrimination in commercialism. We therefore beg to recommend that the individual efforts of members of this Association be directed at all times toward the minimizing of this evil. It is our belief that the mission of the common carrier has been entirely fulfilled when he transports commodities from one point of production to point of consumption at a reasonably fair compensation, and that the question of quantity moved, the style of package and the matter of handling should only enter into the matter in so far as they actually affect the cost of performing the service.

We recommend that this Association appoint a competent representative and authorize his attendance at all classification and important traffic meetings, for the purpose of protecting the interests of our Association. We believe that this question is of

sufficient importance to justify the serious consideration of the Association. Rate-making has become a science. It is in the hands of highly skilled and brainy traffic officials, who are always wide awake and keenly cognizant of all innovations or departures that affect the revenues of the companies they represent. It does not necessarily follow, however, that the shippers' interests are at all times fully protected in these meetings. The average manufacturer and jobber is too busy increasing his individual business to attend to matters of this kind, with the result that he accepts what the traffic officials offer to him and makes the best of it.

We believe that this Association is big enough, strong enough, and powerful enough to justify the employment of expert advice in protecting our interests where they do not lie along the same lines with the common carrier.

There was held in St. Louis, on November 20, 1900, what is known as the Interstate Commerce Law Convention, with which there are affiliated over three hundred commercial and manufacturing organizations, among which is our own National Wholesale Druggists' Association.

This convention appointed an Executive Committee with Mr. E. P. Bacon, of Milwaukee, as Chairman, and Mr. Frank Barry, of Washington, D. C., as Secretary. This Committee called a convention which was held in St. Louis on October 28 and 29 last, its purpose being to secure legislation giving greater effectiveness to the Interstate Commerce Act, and the results of this convention are embodied in the following "Petition to Congress," issued by order of the convention:

"To the Congress of the United States:

"The undersigned commercial, mercantile, manufacturing and agricultural organizations, embracing various branches of trade and industry throughout the United States, duly authorized delegates from which assembled in convention in the city of St. Louis, Mo., on the 29th day of October, 1904, for the purpose of urging upon Congress the speedy enactment of such legislation as will afford relief from unjust discrimination in tariff rates established by the railway corporations of the country, resulting in undue

preference and advantage to certain localities and sections and certain descriptions of traffic, and consequent undue prejudice and disadvantage to others; and will also provide effectual means of protection to the public from the imposition of unreasonable and oppressive charges for the performance of public service in the transportation of passengers and property as common carriers under franchises granted by the people; all of which is in violation of the Act to Regulate Commerce, approved February 4th, 1887, the provisions of which, as interpreted by the Supreme Court of the United States, have proved ineffectual to prevent such violation; do hereby respectfully petition your Honorable Body to speedily enact such legislation as will ensure the enforcement of the primary requirement of the aforesaid act, namely, 'that all charges for any service rendered or to be rendered in the transportation of passengers or property, or in connection therewith, or for the receiving, delivering, storage or handling of such property, shall be reasonable and just.' And your petitioners further pray that this legislation be given the precedence over other pending legislation which its great public importance demands.

"It is the sense of this convention that the Interstate Commerce Commission, created by the aforesaid act 'to execute and enforce the provisions of the act' should be invested with authority, upon full hearing of any formal complaint, to prescribe reasonable and equitable rates to be substituted by the carrier in place of those found to be unreasonable or discriminative; the order of the commission in such case to become operative upon due notice to the carrier and so continue until set aside by the court of last resort, unless upon review in the Circuit Court of the United States it is found that such order clearly proceeds upon some error of law."

It is the decided opinion of your Committee that the Interstate Commerce Commission should be clothed with the authority as called for in the foregoing petition, that it may have the power to regulate irregularities and effect that which the Interstate Commerce Law seeks to accomplish.

Respectfully submitted,

THEO. F. MEYER, *Chairman.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Committee on Transportation, which will be referred to the Board of Control.

I am requested to give a notice. I am sure we have all been impressed, as I personally have been deeply impressed, with the elaborate and enterprising way in which the proceedings of this convention have been reported by the daily papers of this city. Carrying this a little further, the New Orleans Picayune has made an arrangement to have a group photograph taken of the gentlemen who have been nominated as the officers of the Association for the ensuing year. The Picayune understands that these gentlemen have not been elected, but as they have not heard of any opposition to them, they expect they will be elected tomorrow. The gentlemen are requested to meet at the corner of Common and Baronne streets, where a photographer will take their pictures.

The Committee reports which we now have comprise those of the major Committees which are provided for by the constitution; but, in addition, we have a number of Special Committees, some of which have existed for a number of years, and some of which have been created more recently. I call for the report of the Special Committee on Box and Cartage, Mr. J. C. Eliel, of Minneapolis, Chairman.

MR. ELIEL: Mr. President and members of the Association, to remove any possible apprehension on the part of the members of this Association, it might be well to preface this report with the statement that the Committee has not set the date when the open charge for box and cartage will be reinstated.

Mr. Eliel then read the following report:

REPORT OF SPECIAL COMMITTEE ON BOX AND
CARTAGE

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

In accordance with the recommendation of this Committee last year, which was approved by the Association, our Secretary conducted a voluminous correspondence during the past winter with the officers of the national associations in the wholesale grocery and hardware trades to ascertain if there was any prospect of securing their co-operation in the effort to restore the open charge for box and cartage. He also communicated directly with leading hardware firms who were understood to have been among the first to abandon the open charge some years since. The replies received by Secretary Toms from these associations and firms were submitted by him to this Committee, and we regret to say that they were not encouraging. While the writers very generally expressed themselves in favor of the reinstatement of the open charge, if uniform action could be secured in the various lines of trade, there was little hope held out that this could ever be accomplished in the hardware and grocery trades. In fact, the Chairman of the Executive Committee of the Wholesale Grocers' Associations of the United States advised our Secretary that he brought up this question at the annual meeting of the grocers last January, but that owing to their inability to secure the co-operation of the wholesale grocers in Chicago, nothing could be done in the matter at that time.

So far as your Committee is informed, the attitude of the wholesale drug trade upon this question is about the same as outlined in our report of last year. The continued indisposition of the jobbers in some of the large Eastern cities to resume the open charge is the principal obstacle in the way of its restoration. There can be no question about the desirability of making some charge for case and cartage, because the profits of wholesale druggists are already too meager and our expense accounts are constantly increasing. This is especially true at the present time on account of the new plans adopted by leading proprietary medicine manufacturers for the distribution of their products. These

plans impose additional work and increased expense upon the jobber, who should be compensated therefor, but we regret to say that some of the proprietors have not shown a disposition to grant the jobber the extra allowance to which he is entitled. This is only one of the many directions in which all jobbers know too well that the cost of transacting the wholesale drug business is increasing year by year. It is a pity that drug jobbers all over the United States cannot be brought to realize the folly of giving away hundreds of thousands of dollars annually in free box and cartage. It has been estimated that over 50 per cent. of the lumber made in this country is used in the manufacture of packing boxes. Adding the cost of cartage, it can be seen at a glance what a vast sum of money the jobbers of the country are losing each year by their failure to charge for cases and cartage. In the drug trade, it is impossible to recoup ourselves for this expense by including it directly in the bills for goods, because such a large proportion of the articles we handle are necessarily sold at published prices fixed by the manufacturers. The only method left to us, therefore, is to make an open and direct charge for box and cartage.

This matter is one of such vital importance to the wholesale drug trade that we believe it advisable to have a committee on box and cartage appointed each year by our President, for it is only by eternal vigilance that any great reform of this character can be accomplished.

We would also recommend that local associations of wholesale druggists should constantly bear this subject in mind, and do everything possible to stimulate a sentiment among their members in favor of charging for box and cartage, as soon as a general movement in this direction can be made successfully.

Respectfully submitted,

J. C. ELIEL, *Chairman.*

PRESIDENT SHOEMAKER: This report of the Committee on Box and Cartage will take the usual course and be referred to the Board of Control.

There is another matter we will now take up,

and that is the election of new members. The names of all the applicants for membership have now been posted the required twenty-four hours, and this list I will now place before you. What is your desire in regard to it? It has usually been customary for the Secretary to be authorized to cast one ballot for the entire list of names.

ELECTION OF NEW MEMBERS

MR. JAMES E. DAVIS, Detroit: I move that the Secretary be authorized to cast a separate ballot each for the active members proposed, the associate members proposed, and the complimentary members proposed. (Motion carried.)

SECRETARY TOMS: As instructed by the Association, I cast one ballot for the firms recommended by the Committee on Membership for active membership, another ballot for those recommended for associate membership, and another ballot for those recommended for complimentary membership, as follows:

FOR ACTIVE MEMBERS

A. E. & E. V. Brown, Mobile, Ala.
 Greil Bros. Co., Montgomery, Ala.
 Whitlow-Williams Drug Co., Fayetteville, Ark.
 C. J. Lincoln Co., Little Rock, Ark.
 W. L. Dewoody & Co., Pine Bluff, Ark.
 Mann-Tankersley Drug Co., Pine Bluff, Ark.
 E. J. Wittenberg Co., San Francisco, Cal.
 N. B. Danforth, Wilmington, Del.
 Iowa Drug Co., Des Moines, Ia.

Southwestern Drug Co., Wichita, Kan.
Estorge Drug Co., New Iberia, La.
Vermont Chemical Mfg. Co., New Orleans, La.
The Goyer Co., Greenville, Miss.
Hopkins & Bethea, Meridian, Miss.
Natchez Drug Co., Natchez, Miss.
Estate of A. G. Cassell, Vicksburg, Miss.
Quin-Sharpe Drug Co., Vicksburg, Miss.
Parchen Drug Co., Helena, Mont.
Roeber & Kuebler, Newark, N. J.
Britt, Loeffler & Weil, New York, N. Y.
Beall & Steele Drug Co., Steubenville, Ohio.
C. H. Butterworth & Co., Philadelphia, Pa.
George D. Feidt & Co., Philadelphia, Pa.
Steelman & Archer, Inc., Philadelphia, Pa.
Shipley-Massingham Co., Pittsburgh, Pa.
Memphis Drug Co., Memphis, Tenn.
Thompson Drug Co., Brownwood, Texas.
J. W. Crowdus Drug Co., Dallas, Texas.
H. W. Stark Drug Co., Gainesville, Texas.
Paris Wholesale Drug Co., Paris, Texas.
W. A. Nelden Drug Co., Salt Lake City, Utah.
Williams, Martin & Gray, Norfolk, Va.
Jose Sarra's Widow & Son, Havana, Cuba.

FOR ASSOCIATE MEMBERS

Liquid Ozone Co., Chicago, Ill.
Thos. Thorkildsen & Co., Chicago, Ill.
French Lick Springs Hotel Co., French Lick, Ind.
St. Jacob's Oil Co., Ltd., Baltimore, Md.
W. F. Smith Co., Boston, Mass.
Dow Chemical Co., Midland, Mich.
Katharmon Chemical Co., St. Louis, Mo.
American Ferment Co., Jersey City, N. J.
Truslow & Fulle, Inc., Jersey City, N. J.
Morgan Drug Co., Brooklyn, N. Y.
Churchill Chemical Co., New York, N. Y.

Gaunt & Janvier, New York, N. Y.
Ferd. T. Hopkins, New York, N. Y.
Kress & Owen Co., New York, N. Y.
Ripans Chemical Co., New York, N. Y.
The Selling Co., New York, N. Y.
* Sanitas Condensed Milk Co., Seattle, Wash.

FOR COMPLIMENTARY MEMBERS

"Bulletin of Pharmacy," Detroit, Mich.
"Merck's Report," New York, N. Y.

PRESIDENT SHOEMAKER: I therefore, as President of this Association, in view of the ballot having been cast in the regular official way, declare these applicants duly elected members of this Association.

The next report is that of the Special Committee of Commercial Travelers, Mr. Robert L. Tye, of New York City, Chairman. We have two committees on commercial travelers. One report is written from the standpoint of the employer, which we have already had. The report of the Special Committee which we are about to receive is made from the standpoint of the employe.

Mr. Tye presented the following report:

REPORT OF SPECIAL COMMITTEE OF COMMERCIAL
TRAVELERS

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

There is a charm in directness which appeals to great minds, and hence it is that the masters of literature of olden times lost no time in tuning up the instruments of their genius, as it were,

* Name changed to Sanipure Food Co. since election.

but began to play at once. Homer plunges from the start into the sublime story of the dusky Helen.

Dante strikes straight for the sulphurous shades of Hades. Milton in the very first sentence of *Paradise Lost* makes his readers feel as if Paradise had been regained by announcing the theme of man's first disobedience and the fruit of that forbidden tree which brought death into the world and all our woe; Virgil, with a conscience that fixes as it fascinates, begins his immortal epic by simply saying: "I sing of arms and the man."

In a sense the commercial travelers have the advantage of the bards sublime. They are not heralded by the muse of song. They need no introduction at all. They introduce themselves and their goods straight to an admiring world. The commercial traveler is a distinctly modern product. Search as we may no trace of him can be found in the olden days. The student of business methods of today wonders how through all the ages the trade struggled on and survived without the daily, nay hourly, stimulant of the commercial traveler.

The world of business waited long and patiently for the modern commercial traveler, but when at last he appeared upon the scene he suddenly made up for lost time, and within a very brief period was covering more territory than even Rome, the mistress of the ancient world, ever conquered by her burnished eagles. Now we all know where the commercial travelers go. In fact, it would be hard to find a civilized spot on the globe unvisited by these messengers of commerce. In tribal times the nomads of the distant East passed over the burning sands of the Arabian desert with the precious stores on the backs of camels. The wandering merchants carried their own stock of goods from place to place. The queer and picturesque customers flocked to the caravan and made their purchases from the itinerant stores of flesh and blood which were here today and gone tomorrow.

The great difference between the business methods of ancient times and those of today seem to be, that then the trade called upon the merchant, but now the merchant calls on the trade, and that is where the commercial traveler comes in. But he was certainly a very long time in coming. His buoyant spirits did not relieve the dull monotony of Egyptian life. He cracked no jokes

amid the sunny hills of Greece. He roamed not around the sacred precincts of antique Rome. Even the middle ages did not resound to his merry laugh nor rejoice over his funny stories, some of which, however, had their origin on the banks of the Nile before the Sphynx browned near the site of the Pyramids.

Down to the twelfth century commerce was carried on by markets. Each village, as a rule, was an independent community, having its own blacksmith, miller, etc., as far as handicraft was developed. Spinning and weaving each household did for itself. Towns grew up at length and got market privileges from the king. Certain days were set for the country people to carry their goods to town and make purchases by exchange or barter. Market towns grew apace. Resident craftsmen sprang up and various forms of manufacture developed, stores and shops in the modern sense did not as yet exist; farmers sold their produce in the market place and bought goods from the craftsmen, and so the first step toward commerce had been taken, for the producer had ceased to depend on himself for all of his supplies.

When population was sparse and the means of traveling and transportation were extremely limited, it was found convenient to expose merchandise for sale at the largest gatherings of the people, hence it was that European fairs became early identified with religious festivals and were often designated by the name of the Saint in whose honor the festival was held. As the difficulties and dangers of intercommunication diminished, the number of villages and cities increased, factories, shops, warehouses became more accessible and the inhabitants generally found it more convenient to buy goods as they needed them than to purchase a year's supply in advance. Thus the sale of goods at fairs decreased with the growth of improvements in each country until only a few fairs of note were held in Europe. The most famous of these, said to be the largest in the world, is held yearly at Nijni Novgorod, in Russia. The sales at this fair for one year have footed up one hundred and twelve million dollars, the average value of the goods sold being not far from one hundred and twelve million dollars. Gradually, instead of being bought from the producers at the markets and sold on their own account, goods were purchased by mer-

chants and storekeepers acting as intermediaries and furnishing a constant supply to those wishing to buy. A little later mercantile classes were organized, having capital which was used in buying goods from producers to be sold at higher prices to consumers at such time and in such quantities as they were needed. Still no sign of the commercial traveler. In this way stores were substituted for markets; regular channels of trade for irregular ones, and the basis of the modern commercial system was formed.

About the year 1300 national commerce began to take the place of municipal. The mariner's compass, already known to the Chinese, was introduced in Europe in 1302. It made possible the substitution of open sea voyage for the coasting trade. The Portuguese were the first to take advantage of this invention. Until the seventeenth century foreign commerce had been inland, but later international commerce became of far greater importance. Prior to this time bad roads in Europe had checked all kinds of transportation, but with the substitution of good roads for bad, the cutting of canals, and later the building of railroads, the chief means of the movement of goods was at hand. Hand in hand with the development of the physical means of commerce came the development of the modern credit system, playing a most important part in facilitating commercial transactions, and then came the commercial traveler, a most tremendous factor, not only in increasing the facility of those transactions, but in perfecting local, state, national and international trade. The commercial traveler followed the mariner's compass and the steam engine as naturally as the constitution follows the flag, and in turn the mariner's compass and the steam engine followed the commercial traveler. They are interdependent, the prosperity of the one being the good fortune of the other. It took not one, but several centuries, to evolve the commercial traveler. It is a singular fact that even Shakespeare, who had a marvelous faculty of looking ahead, did not anticipate the commercial traveler. If he had, those famous lines of his would probably never have been penned: "The good which men do is interred with their bones." The good that the commercial traveler does lives after him. It is only the evil which

a few bad ones commit which a generous public unanimously consents shall be interred with their bones. They represent a calling, in fact the only calling, which was unknown and unreferred to upon the pages of the world's greatest dramatist.

You remember he called the turn on the telegraph by making Puck say "that he would put a girdle around the earth in forty minutes." He even suspected, as it were, the advent of the woman's rights in that famous line when he saw the "votaress pass in maiden meditation fancy free," and actually antedated the real estate men by saying: "See what a rent the envious Casca made," but not one word did he pen anent the commercial traveler. His failure to pierce the future in this regard can only be attributed to the fact that the commercial travelers of this up-to-date era are so swift that even the prophetic soul of a man, who in his writings "exhausted worlds, and then imagined new," could not catch up with them.

The name drummer which is now so universally applied to the commercial traveler had its origin in this country. Drummer undoubtedly comes from the word drum, which has a double derivation, to-wit: The Danish word "Trom" and the German word "Trommel," which mean to thunder, to drum in the sense of giving out a booming sound. In other words to make a noise in the world. Every good drummer is a boomer of the very best goods in his particular line. Many of them are regulation thunderers when it comes to proclaiming the merits of their houses, and all drummers make such a noise in the world that its reverberations will go on down the ages until the last house has been closed and the final trip made. Yes, drummer is a United States colloquialism. In England the commercial traveler has been dubbed "bag man and rider," with the explanation that they are merely successors to the chapman or traveling merchant who in former days carried with him not only samples, but stock. This is not so humiliating, however, when we remember that England is so tame and matter of fact as to call an elevator a lift, or baggage checks brasses. No wonder that at one time American and German commercial travelers were so successful in introducing their goods into Great Britain that in England schools were established to train bag men and riders in the

special branches of trade with a view to successfully competing with America and Germany. Not only that, but early in 1900, night schools of commerce were opened in London and departments of commerce were added to existing schools. The result was what might have been expected. The English bag men and riders got the schooling and the American drummers got the trade. A brilliant idea that—teaching people the art of selling goods on the road in school. Why not instruct young ducks in the art of swimming before allowing them to enter the mill pond?

It would be interesting to know just how many of the successful drummers in the vast army of traveling salesmen, something over a half million previous to the existence of the great trusts in this country—learned the secret of winning trade and getting orders where apparently there were no orders to get—in the night schools of our great and glorious country. Those of us who thoroughly understand the difficulties of mastering business on the road can comprehend how easy it would be for an academy to promulgate formulas to this end.

No, sir, while a bag man or rider could possibly learn to swim by studying the map of the Atlantic ocean, it is a fixed fact that he could not become a traveling expert by any formulas promulgated by the aforesaid academy.

The only way on earth to become a drummer is to go on the road, and if he is possessed of the following qualifications, he may reach the summit of excellence, to-wit: The prime requisite, the ability to meet and interest men. And in addition to this he must have the patience of Job, the courage of Caesar, the sweetness of Longfellow, the initiative of Napoleon, the diplomacy of Talleyrand, and the tact of Chesterfield. Ancient Pistol remarked, "the world's mine oyster." Very true, but a casual glance at his career will convince the most skeptical that the knife with which he opens the bivalve was sharpened on the whetstone of experience. Some pessimists seem to think that the drummer is passing away, that the centralization of business in the form of trusts, by destroying competition, which is the life of trade, will in time kill off the commercial traveler.

They forget that there is such a thing as competition between

trusts, and these battles of the Titans must be reinforced by men who are masters of the art of underselling. They forget also that great monopolies, reaching the point of despotism in business methods, are liable to be swept off the earth by the wrath of the toiling millions. They forget likewise that gigantic commercial combinations sometimes totter and fall by their own weight of force and fraud. And yet it cannot be denied, that the drummer, who was once a king, is a thing of the past in this country—that representative of a metropolitan commercial concern who received a salary of ten to fifteen thousand dollars a year; who stopped at the most luxurious hotels where he was called upon by the richest merchants of the town; the man for whose coming the very best trade waited; the man who, “the glass of fashion and the mold of form,” was the cynosure of the eyes of the fair ones, when in his trap he rode as if on velvet wheels along the streets and through the parks. Yes, that king is dead, never perhaps to be resurrected. Still the bulk of the army of drummers remains and will pass out only when buying and selling are no more—when “trade the calm health of nations,” has been given over to utter stagnation. Some one has said that if all the diplomats of the earth were to drop dead to-night, the nations of the world would not be under the necessity of educating a new batch. They could just pick up a bunch of commercial travelers and throw them into the breach. Indeed, it might not be a bad idea as it is, for the State Department to appoint its foreign consuls from the ranks of the commercial travelers, for these are the men who have acquired by long experience a faculty of acute observation as to the commercial condition of a region. They have their fingers on the pulse of the trade, and know how to gauge conditions. They are something more than salesmen; each one is an indicator of the financial situation in his particular territory. The commercial traveler is the only rolling stone that gathers polish and moss at the same time; and it is a species of moss exceedingly valuable to his employers.

There is a legend of the sea to the effect that a sweet little cherub sits up aloft to take care of the life of poor Jack. Whether the ocean is wild, or whether it sleeps, the sailors be-

lieve that some guardian, somewhere in the upper air, watches over them when their eyes are blinded by the forked lightning, or closed in sweet repose to the swaying of the ever-restless waves. It is a beautiful thought. And as sure as Providence itself, there is a benignant power in whose keeping are the boys on the road; a power which shields them mid sunshine and storm, whose white hand guides them in safety all through the trials of the tour—in frail vehicles over mountain roads; in ships tossed upon tempestuous seas; in trains rushing headlong through the gloom of the night—a power which for days and weeks and months, nay, sometimes years, of toil, of hardship and of many tribulations, preserves them for that happiest of days in the traveling man's checkered life, when his arduous duties all faithfully performed to his house, he returns to the loved ones at home. It must be so, for of all classes of men commercial travelers are the most constant travelers; they live, as it were, upon the road, and yet despite the fact that hundreds of thousands of them are always on the go, we rarely hear of a traveling man taking his last trip to the bottom of the sea or bidding the world farewell in a railroad wreck.

Respectfully submitted,

ROBERT L. TYE, *Chairman.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard the very able and interesting report of the Committee of Commercial Travelers, which I think I am fully justified in pronouncing a gem in its way. This report will take the usual course and be referred to the Board of Control; and the Chair can only express the hope that the Board will find the inspiration to treat the subject in the same way in which it has been treated by the Special Committee.

The next report is that of the Special Committee on Paris Green, Mr. Alanson S. Brooks, of Detroit, Chairman.

Secretary Toms read the report, as follows:

REPORT OF SPECIAL COMMITTEE ON PARIS GREEN

To the National Wholesale Druggists' Association:

Your Committee this year begs to report that for six years Paris green has not been sold upon the rebate plan. This is due to the fact that the manufacturers have not been able to agree to a satisfactory arrangement among themselves.

Owing to this condition, the only relief that your Committee could offer the members of our Association was the adoption of a schedule prepared by your Committee. This has been done during the last three years, an agreement having been secured in each of these years from the following cities:

Chicago, Grand Rapids, Detroit, Toledo, Cleveland, Columbus, St. Paul, Minneapolis, Zanesville, Cincinnati, Louisville, Indianapolis, Evansville, Pittsburg.

For 1904 the schedule adopted was based on 13½ cents for arsenic kegs. A circular was prepared and mailed to all of the members of the Association, requesting that they adhere to the schedule prepared by this Committee.

As nearly as we can determine, this schedule was adhered to in the cities west of the Alleghany Mountains. We think, however that it was impossible to uphold the schedule in the Eastern States. Even in the West considerable difficulty was experienced in holding up the schedule, owing to the fact that some Paris green manufacturers who were not obtaining business from the jobbers in particular territories would send in to that territory a price list at a much lower figure than the one named in our schedule. On the whole, however, the prices were fairly well upheld.

Each year it is becoming more difficult to uphold schedules prepared by this Committee, and present indications are that within a short time this "makeshift" for the rebate plan will have to be given up, and that Paris green will be sold on an open market. We believe that the manufacturers themselves are getting tired of the present conditions, and it may be possible to induce them the coming season to adopt a rebate.

Your Committee therefore recommends that the incoming Committee endeavor to bring this condition about, but would suggest

that if this effort is made, that it be taken up as early as possible after the annual meeting of the Association.

All of which is respectfully submitted.

ALANSON S. BROOKS, *Chairman*.

PRESIDENT SHOEMAKER: This report will take the usual course and be referred to the Board of Control.

We have a Special Committee on Pharmaceutical Preparations, of which Mr. W. J. Walding, of Toledo, Ohio, is Chairman. Has that Committee any report to make? It appears that the Committee is not now ready with its report, and that will be deferred.

The hour of four o'clock has arrived, at which time a meeting of the Secretaries of the local and interstate Associations is to take place. The question is whether we shall continue with our business or adjourn to permit that meeting to be held.

On motion, the convention adjourned until Thursday morning.

FIFTH SESSION

THURSDAY MORNING, NOVEMBER 17.

President Shoemaker called the meeting to order at 10:30 o'clock, and announced the first order of business to be the reading of the minutes of the last session.

Secretary Toms read the minutes.

PRESIDENT SHOEMAKER: Unless objection is made, the minutes will stand approved.

ELECTION OF ADDITIONAL NEW MEMBERS

SECRETARY TOMS: The Committee on Membership has secured some additional applications for associate membership, as follows:

Abbott Alkaloidal Company, Chicago, Ill.

James F. Ballard, St. Louis, Mo.

MR. E. D. TAYLOR: I move that the rules be suspended, and the applications be considered now. (Motion carried.)

MR. JOHN N. CAREY: I move that the Secretary be authorized to cast the ballot of the Association for the two applicants named. (Motion carried.)

SECRETARY TOMS: I cast a ballot as directed, for the applicants named.

PRESIDENT SHOEMAKER: The necessary formalities having been complied with, I declare these applicants elected to membership.

The next business is the reports of the Board of Control on the reports which have been presented to the Association. The first is the report of the Board of Control on the report of the Committee on Adulterations.

MR. HENRY W. EVANS: The Board of Control has the work almost completed and will ask the Secretary to read the reports. They are all here, with the exception of two which will be handed in during the next half hour.

SECRETARY TOMS: In connection with the report of the Committee on Adulterations the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON ADULTERATIONS

The Board agrees with the Committee on Adulterations that this subject is one of vital importance to the drug trade, as well as to the general public. The report of this Committee deserves and has always received the most careful consideration of the Association, which has repeatedly placed itself on record as being heartily in favor of every precaution to prevent deceptive adulterations.

The thanks of the Association are due to the Committee for the activity they have displayed during the past year in examining specimens of numerous articles, and it is very gratifying to note from their report that few of these articles merited criticism.

The attention of our members is particularly invited to the list of new adulterants which the Committee have taken the trouble to present in their report. This information is very interesting and will undoubtedly prove of value to drug jobbers generally.

PRESIDENT SHOEMAKER: You have heard the report of the Board of Control. What is your pleasure in regard to it?

MR. JOHN N. CAREY: I move that it be adopted.
(Motion carried.)

SECRETARY TOMS: In connection with the report of the regular Committee on Commercial Travelers the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON COMMERCIAL TRAVELERS

The Board cannot emphasize too strongly the important suggestion made by the Committee on Commercial Travelers that drug salesmen should be thoroughly familiar by long experience

with all the details of the business, and for this reason we are in full accord with the Committee's idea that the best results are to be obtained by employing as traveling salesmen those who have been educated in the drug business.

The arguments advanced by the Committee in favor of paying traveling salesmen a stipulated salary, rather than commissions, are very strong ones. For many years the Board of Control has recommended and the Association has firmly maintained this position, which is undoubtedly the correct one. Travelers who are paid on a commission basis frequently find themselves unable to resist the temptation of making irregular concessions for the purpose of securing orders. It is earnestly hoped that all wholesale drug houses will eventually decide that it is to their best interest to confine themselves to the salary method of compensating their traveling salesmen.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What is your pleasure?

MR. C. W. SNOW: I move that it be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the report of the Committee on Drug Market, the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON DRUG MARKET

The thanks of the Association are due to the Committee on Drug Market for their exhaustive report, which contains much valuable information concerning the prices of staple articles during the past year.

This report has been most carefully prepared, and the data it presents will prove of great value for future reference.

It is gratifying to note that conditions in the drug market have been unusually satisfactory during the year and that the prospects for the future are good.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What action will you take regarding it?

MR. J. C. ELIEL: I move that it be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the report of the Committee on Fire Insurance the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON FIRE INSURANCE

This report contains in its "Tables of Rates Now Being Paid for Insuring Drug Stocks" information that is of value to all wholesale druggists, and the Committee has replied in a practical way to the queries submitted to it.

The list of "Combustibles and Explosives" and "regulations governing the handling and storage of drugs" as adopted by the Municipal Explosive Commission of the city of New York, and "important points to be studied by each insurer" are of special value.

We commend the entire report to the attention of our members and recommend that:

List of combustibles and explosives;

Regulations governing the handling and storage of drugs in the city of New York;

Important points to be considered by each insurer;

How best to equip a drug house so as to promptly extinguish fire, if one occurs;

How to organize a fire brigade in an individual warehouse; be separately indexed in the printed proceedings of our Association, so that they can be readily referred to by our members.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What is your pleasure?

MR. JOHN N. CAREY: I move that the report of the Board of Control be adopted and the recommendations carried out. (Motion carried.)

SECRETARY TOMS: In connection with the report of the Committee on Fraternal Relations the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON FRATERNAL RELATIONS

The report of the Committee on Fraternal Relations is heartily approved by the Board, because it is unquestionably to the best interest of all three branches of the trade that the utmost harmony should prevail between the manufacturers, the jobbers and the retailers.

It is gratifying to learn from the report that the two local Associations among the wholesale druggists of the South are doing good work, and it is hoped that their members may take a more active interest in these organizations, because the experience of wholesale druggists in other sections of the country has shown that local Associations are of the greatest possible benefit to their members.

PRESIDENT SHOEMAKER: Gentlemen, what action will you take on the report of the Board of Control?

MR. E. D. TAYLOR: I move that it be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the report of the Committee on Memorials of Deceased Members the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON MEMORIALS OF DECEASED MEMBERS

Our members will share with the Board of Control the deepest sorrow and regret that the report of the Committee on Memorials of Deceased Members shows that so many of our members have crossed the River of Death during the past year.

It is a labor of love to record the virtues of our departed friends, and the Committee has performed its duties in a most painstaking and acceptable manner.

Among those who have passed away during the year was ex-President William J. Walker, who was one of our most active and faithful members. In consideration of the valuable services which he rendered to the Association as President in 1900-01, we recommend, in accordance with the precedent established two years ago, that a committee of three be appointed by the President to prepare suitable resolutions in his memory.

We further recommend that a memorial page be set apart in the journal of this convention, upon which the names of our departed members shall be inscribed, and also that the report of the Committee be adopted and printed in our proceedings.

PRESIDENT SHOEMAKER: You have heard the report of the Board of Control. What action will you take upon it?

MR. D. R. NOYES: I move that it be adopted. (Motion carried.)

COMMITTEE ON RESOLUTIONS IN MEMORY OF EX-PRESIDENT W. J. WALKER

PRESIDENT SHOEMAKER: In compliance with the recommendation in the report, I will appoint a committee of three members to prepare the memorial of Mr. W. J. Walker, which is referred to, and in select-

ing the members of this committee three members will be chosen who were peculiarly intimate with our deceased friend. I will therefore appoint Mr. W. J. Walding, Toledo, Chairman; Mr. Charles F. Cutler, Boston, and Mr. Lucien B. Hall, Cleveland.

SECRETARY TOMS: In connection with the report of the Committee on Paints, Oils and Glass the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON PAINTS, OILS AND GLASS

As stated in the report of the Committee on Paints, Oils and Glass, these commodities are handled by only a limited number of our members, but the report prepared by the Committee is a very comprehensive one, and will prove of great interest and value to those of our members who carry these lines of goods.

It is to be regretted that the Committee is unable to speak more encouragingly of the conditions in the window glass business, and we can only hope that there may be an improvement in the situation during the coming year.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What action will you take in regard to it?

MR. JAMES E. DAVIS: I move the adoption of the report. (Motion carried.)

SECRETARY TOMS: In connection with the report of the Committee on Transportation the Board of Control presents the following:

REPORT OF BOARD OF CONTROL ON TRANSPORTATION

The careful report of the Committee on Transportation presents gratifying features, though many causes for complaint remain for the future consideration and efforts of this important Committee. The renewed activity in railroad construction and the consequent opening of new territory is of vast advantage to the members of this Association, as is the reduction of rates in the Middle West to those whose shipments are thereby affected. The area of territory covered where interests are not identical will always hamper this body in dealing with rate questions of a general nature. Good work has been accomplished in the removal of certain objectionable features from the proposed Uniform Bill of Lading agreed on in Chicago to become operative on January 1, particularly the clause requiring the signature of the shipper to bills of lading before acceptance of such shipments for transportation, to the future enforcement of which clause continued opposition is urged. While we recognize the benefit to be acquired by the employment of expert assistance, the work of this Association is already of such scope that we do not for the present see our way clear to recommend the establishment of a separate bureau for this work, with the additional expense involved.

The Board again recommends that on all general questions affecting transportation interests of our members, the Committee avail itself of the services of our Secretary and the Vice-Chairman of the Committee on Proprietary Goods. The duties of the latter necessitate trips into nearly all territory covered by our Association, and his attendance at rate or classification meetings might be arranged where it seemed desirable.

Failures to deliver promptly can usually be handled to advantage through local boards of trade or traffic bureaus, as suggested in the report of the Committee. Unjust charges or discriminations in tariff rates, complaints of which have received but scant attention from transportation companies heretofore, may be best adjusted by co-operation with efforts to secure legislation extending the power of the Interstate Commerce Commis-

sion to correct such irregularities. We recommend, therefore, the endorsement by this Association of the petition to Congress embodied in the report of the Committee, for the passage of such remedial legislation.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What action will you take upon it?

MR. JOHN N. CAREY: I move the adoption of the report. (Motion carried.)

SECRETARY TOMS: In connection with the report of the Special Committee on Box and Cartage, the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON BOX AND CARTAGE

The Board regrets that the Special Committee on Box and Cartage is unable to report a more favorable outlook for the restoration of the open charge. It is also to be deplored that the effort to secure the co-operation of jobbers in other lines of trade did not meet with success.

We concur in the Committee's recommendation that a Committee on Box and Cartage be appointed each year. We also recommend that this Committee should use every effort to see that this matter is kept constantly in mind by the local Associations.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What is your pleasure?

MR. JAMES E. DAVIS: I move that the report be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the report of the Special Committee of Commercial Travelers the Board of Control presents the following:

REPORT OF BOARD OF CONTROL ON REPORT OF
SPECIAL COMMITTEE OF COMMERCIAL
TRAVELERS

The Board feels that the Chairman of the Special Committee of Commercial Travelers is to be congratulated upon his very entertaining report. He has presented an interesting history of the origin and development of that indispensable adjunct of modern business life, the commercial traveler.

The report is an unique contribution to the literature of the Association, and the Chairman has given evidence in his carefully prepared paper that he is admirably fitted for other vocations as well as that of a successful commercial traveler.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What action will you take in regard to it?

MR. C. W. SNOW: I move that it be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the report of the Special Committee on Paris Green the Board of Control presents the following:

REPORT OF BOARD OF CONTROL ON PARIS GREEN

The thanks of the Association are due to the Special Committee on Paris Green for the very active efforts they have made during the past six years to bring about better conditions gov-

erning the sale of this important article. The Board regrets that the Committee has been unable to secure the adoption of the rebate plan by the manufacturers, but it is very gratifying that through the efforts of the Committee uniform prices were maintained on Paris green in fourteen different cities during the past year.

We would recommend that the Committee be continued, and we heartily endorse their suggestion that the effort to have Paris green placed upon the rebate plan should be prosecuted with the utmost vigor.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What action will you take upon it?

MR. J. C. ELIEL: I move that the report be adopted (Motion carried.)

PRESIDENT SHOEMAKER: The reports of the Board of Control on special matters will now come up.

SECRETARY TOMS: In connection with the communication from the National Board of Trade, the Board of Control submits the following report:

REPORT OF BOARD OF CONTROL ON COMMUNICATION FROM NATIONAL BOARD OF TRADE

The Board of Control has given careful consideration to the communication from the National Board of Trade soliciting the membership of this Association in that body. Inasmuch as most of our members are undoubtedly members of the local boards of trade or other commercial bodies in their respective communities, and as these local organizations are in turn members of the

National Board of Trade, it seems to the Board of Control that our members already have sufficient representation in this direction. We are, therefore, of the opinion that it is unnecessary for this Association to undertake the expense which membership in the National Board of Trade would involve.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control on the communication from the National Board of Trade. What is your wish in regard to it?

MR. J. C. ELIEL: I move that it be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the communications from the Executive Committee of the Interstate Commerce Law Convention, the Board of Control presents the following:

REPORT OF BOARD OF CONTROL ON COMMUNICATIONS FROM EXECUTIVE COMMITTEE OF INTER-STATE COMMERCE LAW CONVENTION

The request of the Executive Committee of the Interstate Commerce Law Convention for a contribution from this Association toward their work has been carefully considered by the Board of Control. In view of the fact that our members are very generally members of the local commercial organizations contributing to the support of this movement, the Board feels that our members are in this way paying their share of the expense. We cannot, therefore, see our way clear to recommend a direct contribution from this Association, although we feel sure that our members thoroughly appreciate the valuable work done by Chairman Bacon and his Committee.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What is your wish in regard to it?

MR. J. C. ELIEL: I move that it be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the petition to Congress recommended by the Interstate Commerce Law Convention the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON PETITION TO
CONGRESS RECOMMENDED BY INTERSTATE
COMMERCE LAW CONVENTION

The Board has recommended the endorsement of this petition in its report upon Transportation, and our members are urged to use their influence with their representatives in Washington to secure the passage of the proposed laws.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What is your pleasure?

MR. C. W. SNOW: I move that it be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the communication from the Citizens' Industrial Association of America, the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON COMMUNICA-
TION FROM CITIZENS' INDUSTRIAL ASSO-
CIATION OF AMERICA

Referring to request of above-named Association to send delegates to their meeting on November 29, we recommend that the National Wholesale Druggists' Association thank the Citizens' Industrial Association for their invitation, but we do not think it necessary to send delegates.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What is your pleasure?

MR. JOHN N. CAREY: I move that it be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the address of Mr. F. C. Godbold, delegate from the American Pharmaceutical Association, the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON ADDRESS OF
F. C. GODBOLD, DELEGATE FROM A. PH. A.

The Board endorses the suggestion of the A. Ph. A. that efforts be made through the traveling salesmen of the various houses to increase the membership of the A. Ph. A., and respectfully recommends to our members their co-operation to this end.

MR. C. W. SNOW: I move that the report be adopted. (Motion carried.)

SECRETARY TOMS: In connection with the resolutions adopted by the Paint and Oil Club of New England, in regard to the terms on wood alcohol, the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON PETITION TO
MANUFACTURERS OF WOOD ALCOHOL

The Board heartily coincides with the views expressed in the set of resolutions passed by the Paint and Oil Club of New England in relation to the selling price of wood alcohol, and believes with them that all possible influence should be brought to bear looking to provisions for adequate compensation for the work done by jobbers handling this item.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What is your wish in regard to it?

MR. E. D. TAYLOR: I move its adoption. (Motion carried.)

PRESIDENT SHOEMAKER: I have the report of the Board of Control on the report of the Secretary. It is as follows:

REPORT OF BOARD OF CONTROL ON SECRETARY'S
REPORT

The report of Mr. Toms is an interesting review of an unusual volume of business handled by him during the year, with customary promptness and ability.

The Association is to be congratulated upon having at its disposal the services of that competent and obliging official.

MR. J. C. ELIEL: I move the adoption of the report of the Board of Control on the report of the Secretary. (Motion carried.)

PRESIDENT SHOEMAKER: I also have the report of the Board of Control on the report of the Committee on Membership, which is as follows:

REPORT OF BOARD OF CONTROL ON REPORT OF COMMITTEE ON MEMBERSHIP

While it has not been the custom of the Board to take formal action on the work of this Committee, still, in view of the unusual results which have been attained by their effective work, the Board thinks it desirable that special mention be made and that a vote of thanks for their valuable aid be tendered them.

MR. JAMES E. DAVIS: I move the adoption of the report. (Motion carried.)

PRESIDENT SHOEMAKER: The next report, which I have allowed to come up out of its usual order, is the report of the Board of Control on the report of the Committee on Legislation. You will remember we had quite a little discussion on this report yesterday afternoon, but the desired instruction was not given. We, therefore, passed this particular report of the Board of Control, in its order, so that it might come up in the middle of this session, and the matter might be discussed when there was a full attendance of the members, if desired.

SECRETARY TOMS: In connection with the report of the Committee on Legislation the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON LEGISLATION

In compliance with the action of the Association upon that portion of the report of the Committee on Legislation referring to alcohol legislation, we submit the following resolution:

"Resolved, That our incoming Committee on Legislation be instructed to give their support to bill H. R. 9393, reducing the

tax from \$1.10 to 70 cents per proof gallon; to bill H. R. 9302, providing for denaturized alcohol for use in the arts; and to bill H. R. 9051, providing for a draw back or refund of the internal revenue duty on alcohol used in exported articles made in whole or in part from domestic tax paid alcohol; and we urge upon the members of that Committee and all our members to use their utmost effort to secure the passage of those bills, and especially that of 9303 and 9051."

PURE FOOD BILL.

In the matter of the pending Pure Food Bill, your Board of Control recommends that we reaffirm the action of this Association, taken in previous years, in favor of pure food legislation, provided bills proposed restrict their application to drugs and medicines having a fixed recognized standard, and oppose the proposed amplification of the definition of the term "drug" as contemplated in the Heyburn Bill, now pending in the Senate, and instruct our Committee on Legislation to continue their efforts to defeat that amendment to the Hepburn Bill.

We also recommend that steps be taken by our Committee to inform the physicians of this country why the drug trade opposes such a widening of the term "drug."

MANN BILL.

Whereas, your Board of Control feels that fuller information concerning the wishes of our members about the provisions of the Mann Bill restricting patents on medicines and chemicals to processes than could be had through the discussion at this meeting, should be obtained, we recommend that the incoming Committee on Legislation correspond with each of our members regarding this proposed amendment to the patent laws, and, having obtained the wishes of our members, act in accordance therewith.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Legislation. I presume you all recog-

nize that this is one of the most important matters which come before us during the year, and that it is most important we should state to the world what our position is in these matters, and I sincerely trust that if there are any present who are particularly interested in the matter that they will not hesitate to express their views. Is there any discussion in regard to the subject?

MR. D. R. NOYES, St. Paul: I move the adoption of the report of the Board, to bring it before us.

PRESIDENT SHOEMAKER: It is moved that the report be adopted. This motion is made with the object of bringing the matter before the Association. Is there any discussion? Has any member anything to say on the report of the Board of Control on the report of the Committee on Legislation?

(Mr. Noyes' motion was put to a vote and carried.)

INVITATION FROM LOUISIANA DISTILLERY CO.

Secretary Toms read a communication from the Louisiana Distillery Company, in which the members of the Association were invited to visit the distillery on Friday morning.

PRESIDENT SHOEMAKER: Unless objection is made this invitation will be accepted and the Secretary instructed to acknowledge it with thanks.

SECRETARY TOMS: In connection with the report of the Special Committee on Suits against Members, the Board of Control presents the following:

REPORT OF BOARD OF CONTROL ON SUITS AGAINST
MEMBERS

The Board again recommends that this most important Committee remain unchanged, as the valuable experience of its members and the successful conduct of its affairs in the past peculiarly fit them for the protection of the interests of the Association in this direction for the coming year. Members interested may avail themselves of the advice of this Committee and of the information at their command, which they hold themselves in readiness to furnish on application.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control. What is your pleasure?

MR. G. R. HILLIER: I move its adoption. (Motion carried.)

PRESIDENT SHOEMAKER: The Special Committee appointed to draft resolutions in regard to the demise of our late friend, Mr. W. J. Walker, has made its report, which the Secretary will read.

Secretary Toms read the following report:

RESOLUTIONS IN MEMORY OF EX-PRESIDENT
WILLIAM J. WALKER

WHEREAS, Our Heavenly Father, in His infinite wisdom, hath taken from our midst Mr. William J. Walker, an ex-President of this Association, and

WHEREAS, The character of our departed friend was such as deserved emulation; therefore be it

Resolved, That in his taking away we have lost a valued leader, a wise and considerate friend and a most charming companion.

Resolved, That we humbly bow to the Divine Will, believing that in His decrees are no errors, and looking to the time when once more we shall be united.

Resolved, That his family have our sincerest sympathy, and that they be sent an engrossed copy of these resolutions as an expression of our regard for them and in appreciation of the lovely life of the head of their family.

Respectfully submitted,

W. J. WALDING, *Chairman*.

CHAS. F. CUTLER.

LUCIEN B. HALL.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Special Committee. What is your wish in regard to it?

MR. C. W. SNOW: I move its adoption. (Motion seconded.)

PRESIDENT SHOEMAKER: In view of the lovely character of our deceased friend, it seems to me that it would be a most proper thing for us to take a rising vote, and that we stand for one moment with bowed heads to indicate our feelings in this matter.

(The vote was taken as indicated amid impressive silence.)

SELECTION OF NEW YORK AS PLACE OF NEXT MEETING

PRESIDENT SHOEMAKER: The time has now come, according to the notice given yesterday, when we should proceed to the selection of the time and place for the next meeting. The report of the Committee on Time and Place is now before you.

MR. W. J. WALDING, Toledo, O.: I move the adop-

tion of the report of the Committee on Time and Place, selecting New York as the place of meeting, the date to be left to the local committee and the President. (Motion carried.)

ELECTION OF OFFICERS

PRESIDENT SHOEMAKER: The next order of business, in accordance with the by-laws, is the election of officers. What is your wish?

MR. JAMES E. DAVIS: I move that the Secretary be authorized to cast the unanimous ballot of the Association for the entire list of officers nominated. (Motion carried.)

SECRETARY TOMS: As instructed, I cast the ballot of the Association for the gentlemen named by the Committee on Nominations, as follows:

For President—M. Cary Peter, Louisville, Ky.
 For First Vice-President—A. D. Parker, New Orleans, La.
 For Second Vice-President—A. B. Stewart, Seattle, Wash.
 For Third Vice-President—Charles Cook, Portland, Me.
 For Fourth Vice-President—A. J. More, Sioux City, Ia.
 For Fifth Vice-President—Carl Leich, Evansville, Ind.
 For Secretary—J. E. Toms, Indianapolis, Ind.
 For Treasurer—Samuel E. Strong, Cleveland, Ohio.
 For Board of Control—
 Lucien B. Hall, Chairman, Cleveland, Ohio;
 Fred L. Carter, Boston, Mass.;
 William J. Mooney, Indianapolis, Ind.;
 Charles W. Snow, Syracuse, N. Y.;
 James W. Morrisson, Chicago, Ill.

PRESIDENT SHOEMAKER: According to the ballot cast, I declare the gentlemen duly elected as the officers of the Association for the ensuing year.

ELECTION OF CHAIRMAN AND VICE-CHAIRMAN OF PROPRIETARY COMMITTEE

MR. M. CARY PETER: Mr. President and Gentlemen—Since the beginning of this Association it has reserved to itself the right to have made in open session, singly and alone, the nomination for the highest, the best, the hardest-worked official that this Association has among its members. It is my pleasure to rise and nominate the Chairman of the Committee on Proprietary Goods. Personally, my regard for the present incumbent is such that were any other name suggested or thought of, I would not be the man to offer it. It is my pleasure to nominate for that office a man whose life among us has been a benediction, whose faithfulness could only be emulated, never surpassed; whose wisdom has never been excelled; whose activity and loyalty are of the first. It is my pleasure to nominate Mr. John N. Carey, of Indianapolis, to succeed himself as the Chairman of the Committee on Proprietary Goods. (Applause.) No other officer in the Association is limited in his habits, except this officer. He is allowed to have one vice. I would like to place in nomination at the same time the “only Vice”—Holliday, a constant recreation, holiday, Labor Day, Christmas and Thanksgiving Day. (Applause.)

PRESIDENT SHOEMAKER: You have just heard the nomination of Mr. John N. Carey as Chairman of the Committee on Proprietary Goods, and Mr. F. E. Holiday as Vice-Chairman. Is that motion seconded? Is there any discussion in regard to the nominations? (The nominations were seconded, and upon being put to vote, the gentlemen were elected.)

PRESIDENT SHOEMAKER: The next business is the report of the Board of Control on the report of the Committee on Proprietary Goods.

Secretary Toms read the report of the Board, as follows:

REPORT OF BOARD OF CONTROL ON PROPRIETARY GOODS

In connection with the report of the Committee on Proprietary Goods, the Board of Control submits the following resolutions:

1. *Resolved*, That we hereby reaffirm our steadfast devotion to the principles of the rebate or contract plan, and urge both proprietors and jobbers to take the most active interest in seeing that the plan is maintained in its integrity.

2. *Resolved*, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributors, to whom sales at their largest quantity discount should be restricted.

3. *Resolved*, That the Chairman of the Proprietary Committee be requested to continue his efforts to secure the acquiescence of each proprietor who sells his goods on any contract plan to such list.

4. *Resolved*, That the Chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises.

5. *Resolved*, That the thanks of this Association are hereby extended to the many proprietors who have adopted the rebate and tripartite plans during the past year, and also to those manufacturers who have increased their wholesale discount.

6. *Resolved*, That this Association again places itself on record as favoring the direct contract and serial numbering plan, provided that any proprietor adopting the same will allow wholesale druggists additional compensation for the extra labor and expense devolving upon them under this plan; and provided that every such proprietor will first submit his proposed wholesale contract to a sub-committee of five, to be appointed by the Chairman of our Committee on Proprietary Goods, of which he shall be Chairman, for consideration and approval before the plan is put into effect by the proprietor.

7. *Resolved*, That it is the sense of this Association that the giving of a cash discount in excess of 1 per cent. on and after January 1, 1905, on proprietary articles should be considered a violation of rebate contracts with proprietors.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Proprietary Goods. As you all know, this is our most important committee, and the matters treated of by it are of the most important character. What is your wish in regard to the report of the Board of Control?

MR. C. F. WELLER, Omaha: I move the adoption of the report. (Motion carried.)

COMMITTEE ON THANKS TO ENTERTAINMENT COMMITTEE

PRESIDENT SHOEMAKER: One of the features that tend largely to the enjoyment and efficiency of our meetings and in procuring the results which we de-

sire to attain in bringing us together, and eliciting the full amount of fraternal feeling, putting us in good humor, as it were, is the character and the efficiency of the services performed by the Committee on Entertainment. It has always been our custom to prepare some form of acknowledgment each year of the services rendered by that Committee, and I desire to announce the appointment of a special committee of three to take action in this matter. I appoint Mr. Daniel R. Noyes, of St. Paul; Mr. Charles F. Weller, of Omaha, and Col. D. D. Philips, of Nashville.

There is one committee whose report has not been called for thus far, a committee which is quite important to our comfort in traveling from our homes to the convention, and that is the Committee on Passenger Rates and Routes. If Mr. Thomas P. Cook, Chairman of that Committee, is in the room, we should like to have a report from him. Mr. Cook is not present.

VOTE OF THANKS TO NEW ORLEANS NEWSPAPERS

MR. JAMES E. DAVIS: I rise to call attention to the very full reports which have been given us by the secular press in New Orleans. They have certainly outdone themselves in giving us better reports and more details than have ever been given us by any papers in any other city in the United States. It is so unusual, Mr. President, that I feel called upon to call particular attention to this matter, and I therefore move that a vote of thanks be tendered to the papers of the city of New Orleans for their very full reports and their many courtesies.

PRESIDENT SHOEMAKER: It is not the province of the Chair to discuss a matter of this kind, but the Chair cannot refrain from expressing its thanks to the author of this motion for having made it, which motion the Chair deems so proper. (Motion carried.)

VOTE OF THANKS TO OFFICERS OF PROPRIETARY COMMITTEE

MR. E. D. TAYLOR: I think it is very proper at this time for this Association to extend its sincere thanks to the Chairman of the Proprietary Committee and his assistants, Mr. Holliday and Mr. Toms, for the work that they have accomplished during the past year, and I make a motion to that effect.

PRESIDENT SHOEMAKER: I am sure we all appreciate the work which has been done by these gentlemen, as we have already stated.

(The motion made by Mr. Taylor was seconded and carried.

MR. C. S. LITTELL: I wish to thank this convention for its action in voting to go to New York next year. There are many fine cities in this country—New Orleans, Chicago, St. Louis, etc., but there is only one New York, and we hope to see you all there. (Applause.)

PRESIDENT SHOEMAKER: I am sure that we have listened with very great pleasure to the remarks of our esteemed member from New York City, and it is gratifying to learn that the invitation extended was not

purely an official and perfunctory one, but one which came from the hearts of our members in New York City. I may say, unofficially and personally, that in my opinion, the meeting in New York will be a great success, because I am told that this movement has been in progress for many months past, and that the members have foregone their summer excursion trips, and saved their money, in order to spend it next year.

Among the reports for which we are waiting is that of the Committee on Trade Marks, of which Mr. Charles H. Camp is Chairman. I have been asked repeatedly during the past year whether I have found my duties as President of the Association to be onerous, and for the benefit of my esteemed friend who has succeeded me, I might say that the most difficult matter with which I had to contend was in securing competent men to assume the chairmanships of the committees. The Committee on Trade Marks is one which requires as its Chairman a man of a good deal of experience in handling these matters, and it was a matter of much gratification to me that Mr. Camp was willing to take the Chairmanship of the committee. In saying this I do not wish to make any invidious reflections upon the chairmen of the other committees, because I tried in every case to get the very best men available for the various positions, and I have already, in my annual address, expressed my thanks to these gentlemen who have thus aided me and aided me so successfully in the work during the past year. Mr. Camp has been absent in Cuba for several months, but is in attendance at the convention, and is now putting his report in shape.

Among the calls for reports of committees yesterday was a call for the report of the Special Committee on Pharmaceutical Preparations. At the time of that call the report was not forthcoming, and since that time the Chair has been unofficially informed, which announcement I now wish officially to make, that the Special Committee on Pharmaceutical Preparations has no report to make.

VOTE OF THANKS TO DRUG PRESS

MR. CHARLES F. WELLER, Omaha: While the Association has been tendering votes of thanks to the New Orleans press and to the others who have so ably assisted in making our meeting in this city a success, it seems to me we should not forget the drug press of the country, whose representatives are in constant attendance upon these meetings, rendering us valuable assistance, and whose reports are full and complete. I, therefore, move that the thanks of the Association be tendered to the drug press—The Oil, Paint and Drug Reporter, the American Druggist, the Pharmaceutical Era and others.

(Mr. Weller's motion was seconded and adopted.)

PRESIDENT SHOEMAKER: We are glad to pass this vote of thanks to the technical papers for disseminating this information so widely and so carefully to a class of readers whom we are very glad to meet.

SECRETARY TOMS: In connection with the report of the Committee on Local Associations, City and Interstate, the Board of Control submits the following:

REPORT OF BOARD OF CONTROL ON LOCAL ASSOCIATIONS, CITY AND INTERSTATE

The sentiment in favor of local organization has been growing rapidly, and the territory of this Association is now well covered by minor organizations of such character, which are working in harmony for the interests of their members. Diversity of interest frequently prevents legislation of a general nature, and the Board strongly commends the strengthening and encouragement of local organizations and the disposition shown by them for the legitimate correction of trade evils and the adjustment of local differences, believing such action will supplement the work of the parent Association and strengthen its influence.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report. What action will you take regarding it?

MR. C. W. SNOW: I move that the report be adopted. (Motion carried.)

PRESIDENT SHOEMAKER: When we adjourn our business session today it will be to meet on the boat at 11 o'clock tomorrow. Among the reports which are not ready and which will be presented at that meeting will be the report of the Proprietary Committee on the address of Mr. Simon N. Jones, delegate from the National Association of Retail Druggists.

VOTE OF THANKS TO T. P. COOK, CHAIRMAN, AND
MEMBERS COMMITTEE ON PASSENGER
RATES AND ROUTES

MR. C. S. LITTELL: I move a vote of thanks to Mr. Thomas P. Cook, as Chairman of the Committee on Passenger Rates and Routes, and the members of

his Committee, for the very efficient manner in which they have performed their duties. They deserve a great deal of credit. (Motion carried.)

PRESIDENT SHOEMAKER: I desire to modify the statement made a little while since in regard to the Special Committee on Pharmaceutical Preparations. I had been informed that no report was to be expected from that Committee. I have now been informed by a member of the Committee that it is possible that there may be a report from that Committee, and that if such is the case it will be presented tomorrow. I understand that a meeting of this Committee is to be held today. There has been no apathy on the part of the Committee. The situation is a difficult one and has been receiving very close consideration by the Committee. If there is a report made it will be presented on the boat tomorrow. We now have the report of the Committee on Trade Marks.

MR. E. D. TAYLOR: Mr. Chairman, I move that the report of the Committee on Trade Marks be read by title, and the Secretary be authorized to insert the report in the proceedings. (Motion carried.)

SECRETARY TOMS: I read the report of the Committee on Trade Marks, Mr. Charles H. Camp, New York City, Chairman, by title.

REPORT OF COMMITTEE ON TRADE MARKS

To the President and Members of the National Wholesale Druggists' Association:

Your Committee reports that during the past year there has been a perceptible increase in litigation concerning trade marks and unfair competition. It is apparent from the cases that the owners of trade marks and trade names and distinctive packages and labels applied to designate their respective manufacturer, are awakening to the value of this species of property right.

In our report of last year we called attention to the necessity of prompt action, on the part of those whose rights were being infringed, to restrain such infringement, and your Committee believes there is an increasing vigilance in that respect, but we again wish to emphasize the necessity for watchfulness in discovering infringements and unfair competition and promptness in bringing those guilty of such conduct to strict accounting. The old adage, "An ounce of prevention is worth a pound of cure," is nowhere more aptly illustrated than in trade mark and unfair competition cases. Nothing affords greater protection to the exclusive rights of the owner of a proprietary remedy, trade mark or distinctive package, than the knowledge of the public that any attempt to gain an advantage from the reputation of such article, by simulation, infringement or otherwise, will be promptly met by the proprietor, and the right enforced in the courts.

As we pointed out in our former reports, the chief value of an injunction lies not only in the relief granted against the particular infringer, but in the knowledge which it imparts to the world, that the owner will permit no violation of his rights.

We also wish to impress upon you that in many cases a mere injunction against future invasion of your rights is often inadequate to afford the fullest measure of protection.

In cases where the profits of the business are large, the pirate, although he knows that he will shortly be restrained, enters upon the piracy with the hope of reaping a sufficient harvest before he may be restrained.

It would seem to your Committee that an accounting of profits or decree for damages would be a potent factor in deterring the pirate from entering upon his course of piracy. Of course, there may be infringement or unfair competition without intention, where an injunction will be sufficient, but when the intention is present, damages should be sought.

Where the infringement is plain and there is no intention, merely calling the similarity to the attention of the infringer will usually suffice, but when the intention to defraud is present, not only an injunction should be sought, but damages as well, and the public should not only be informed of the issuing of the injunction, but of the decree for damages.

In our report of the year before last, your Committee had occasion to call your attention to the case of the Elgin National Watch Co. *vs.* Illinois National Watch Co., wherein complainant, a corporation located at Elgin, Ill., and engaged in the manufacture and sale of watches and watch movements, under the name of "Elgin," in which it claimed a trade mark, sought to enjoin the defendant company, which was also a corporation engaged in the manufacture and sale of watch cases in Elgin, from using the name "Elgin" to designate their product, in which case the court held that although the complainant had no trade mark in the name "Elgin," that word as applied by complainant to its products had acquired a secondary meaning, designating those products, and the defendant would have no right to so use that word in connection with its product, as to cause the public to believe that its watch cases were made by complainant. But, there being no diversity of citizenship to give the court jurisdiction, it held that it had no jurisdiction to determine whether or not the word had acquired a secondary meaning as designating the manufacture of the complainant. But this question came before the United States Circuit Court for the Northern District of Iowa, in the case of Elgin National Watch Co. *vs.* Loveland et al., and that court held the word had acquired such secondary meaning as applied to complainant's product, and that the use of that word by defendants as a corporate name, under which they did a competing business, constituted unfair compe-

tition, and the court restrained them from using the word as a part of their trade name in connection with articles similar to those dealt in by complainant.

In selecting a word as the name of an article, consideration should be given to the adequacy of the remedy which may be resorted to for its protection. While valuable rights are often acquired in geographical names, such rights are not as easily protected as are trade marks; where a valid trade mark has been infringed, no proof of intent to deceive is necessary, the law will presume the intent from the mere fact of imitation, and the infringer will be enjoined from using or imitating the word at all, but where a right in a common word, used in a secondary sense, geographical or otherwise, is invaded, the unlawful intent must be proven and the newcomer will only be enjoined from using the word in such a way as to deceive the public into the belief that his goods are the genuine goods of the other manufacturer, and as long as he is not guilty of fraud in this respect, as long as he fairly indicates on his goods that they are his products, and not those of the manufacturer first in the field, he cannot be restrained, and he may thus acquire a great advantage from the use of such word. This is aptly illustrated by the case of the Elgin National Watch Co. *vs.* Loveland. The city of Elgin has acquired a high reputation in the manufacture of watches and jewelry, and is known as the home of the skilled artisans in that line, and this is largely due to the efforts of the Elgin National Watch Co., which has extensively advertised the city in connection with its manufacture. It would be perfectly competent for a newcomer to locate in the city of Elgin, and engage in the same business as the watch company, and without fraud on his part, clearly distinguishing his goods from those of the watch company, and advertising them as his own, reap a large advantage from the reputation of the city in the manufacture of watches and jewelry.

In the case of Russia Cement Co. *vs.* Frauenhar et al., the complainant, who was the owner of the trade name "Le Page," used in connection with the manufacture and sale of glue, and sold to defendant glue of an inferior quality to that upon which

it placed its label, and the defendant bottled the glue in small bottles and labeled it as "Le Page's" glue. Complainant sought to restrain defendant from doing so, contending that the name "Le Page's" glue, as applied by it, meant glue of a high quality, and the application of the name to the inferior glue sold by defendant injured complainant in its business by deceiving the public as to the quality of the glue sold under the name of "Le Page's," but the court held that as the glue sold by defendant was complainant's glue, there was no deception in the use by defendant of the name "Le Page's" in connection with it. Had complainant's name been "Le Page" there would have been some reason in this decision, but with all due respect for the court rendering this decision, we can see neither reason nor justice in it. We think the court wholly overlooked the fraud perpetrated upon the public. Had defendant's glue been of the same quality as that upon which complainant placed its trade mark, there would have been no deception and no injury to either the public or the complainant, but in view of the inferior quality of the glue, we think the court permitted defendant to work a fraud both on the public and on complainant.

Intention to infringe is not the controlling element in this class of cases, and although the tradesman may have had no fraudulent or dishonest purpose in the adoption of the trade mark, yet if the name, label or package so adopted has a tendency to confuse purchasers into the belief that the article so sold is that of another manufacturer or dealer, such use will be restrained.

A very important case decided during the past year is the case of *N. K. Fairbank Co. vs. Dunn*, in which the court holds that when a customer calls for a particular article and the seller purports to fill his order, the customer has the right to receive that article without taking the pains to examine the package delivered, and that he is defrauded if an inferior article is substituted, even if the package bears a label showing it not to be the article called for.

As pointed out to you in former reports of this Committee, it has been frequently held that trade marks can only be transferred in connection with the article to which they are applied,

or the business in which they are used. Such a case is that of *Crossman vs. Briggs*, decided in the Supreme Judicial Court of Massachusetts. It has also been held that the transfer of a business and the good will connected with it will carry with it the trade mark or trade name used in the business, without an express assignment of the trade mark.

It is well, perhaps, to bear in mind that the trade mark may be lost by abandonment and disuse and that another may then adopt such trade mark, and acquire the valid title therein, even against him who first originated it.

It is so held in the case of *W. A. Gaines & Co. vs. E. Whyte Grocery, Fruit and Wine Company*, decided in the Kansas Court of Appeals. The trade mark there being "Old Crow," as applied to whiskey, manufactured by complainant. It was there contended by defendant that the trade mark "Old Crow" had been applied by Oscar Pepper to whiskey manufactured by him before the adoption of the words by Gaines, Berry & Co., the predecessors of complainant in this case. But this doctrine is not to be confused with abandonment without disuse, as the owner of a trade mark originally valid may, by permitting others to use same in connection with similar goods, be held to abandon the use of the words as a trade mark. And in such cases neither the originator nor any subsequent adopter of the word can successfully assert an exclusive right to the use of such words or marks.

It would seem to your Committee that where a tradesman falsely represents to the public that he is dealing in an article of a particular manufacture and makes such representation merely for the purpose of obtaining prospective purchasers, not with the purpose of selling the article advertised, but for the purpose of inducing such customer to purchase another article, such action would constitute unfair competition, and your Committee believes that if upon such a state of facts, the court should hold that such tradesman was not guilty of unfair competition, it would open wide the door to deception and fraud, not alone on the part of those engaged in the mail order business, but on the part of those making sales and procuring customers through the medium of advertisement.

It has been held that the words "Elastic Seam Drawers" used to designate a drawer having a strip of elastic knitted material inserted at the seam, was descriptive, and could not be monopolized as a trade mark, but the word "elastic" as applied to book-cases is held in *Globe-Wernicke vs. Brown*, to be a good trade mark, and this illustrates the fact that a common English word when arbitrarily used to designate the product of a particular manufacture and where it is not descriptive of the article to which it is applied may constitute a valid trade mark, but the moment it becomes descriptive it loses the essential element of a technical trade mark.

It is well to bear in mind that unfair competition is not dependent upon an actual fraudulent intent; where the conduct of the defendant is such as would naturally deceive the public as to the origin of its goods and where it is shown that such deception has actually resulted, the person resorting to such unfair competition will be restrained. It is so held by the United States Circuit Court for the Western District of Michigan, in *Bissell Chilled Plow Works vs. T. M. Bissell Plow Company*.

In our previous reports we have called your attention to cases where the owners of proprietary remedies were denied injunctions because of false statements contained in their advertisements or trade marks. We again wish to impress upon the members of this Association the necessity of extreme care in this respect. It may well happen that a statement which was true when adopted, may become untrue by change in ingredients or method of manufacture. Extreme care should be used to see that no statements used in connection with a remedy, either in the trade marks or labels under which it is sold or in the advertisements thereof can be construed as a misrepresentation. Not only should such statements be true, but they should be such that they are not susceptible of a construction which would be untrue, whether such meaning would be misleading or deceptive or not, and when any change in the remedy or the method of preparation would tend to render the trade mark, label or advertising matter used in connection with it in the least untrue, or equivocal or

susceptible of such a construction, such statements should at once be corrected.

A case we wish to call to your attention in which the complainant was refused an injunction against the violation of a trade mark because of false representations, is that of *Uri vs. Hirsch*, decided in the United States Circuit Court for the Western District of Missouri. In that case the complainant, as a part of his registered trade mark, published in Mida's trade mark register and on his bottles, jugs, barrels and metallic plates distributed for advertising, conspicuously advertised to the world that his liquors were manufactured in Nelson county, Ky., while as a matter of fact all the whiskey sold under the alleged trade mark was made in Cincinnati and not in any distillery in Nelson county, Ky., the complainant having no distillery in Nelson county, Ky., and because of this deception the court denied complainant an injunction and dismissed the bill. The counsel for complainant contended that there was no proper inference that fraud was intended by the complainant in thus advertising his liquors as manufactured in Nelson county, Ky., inasmuch as Jefferson county or Bourbon county, Ky., whiskey was as good, if not better, and no injury was done to the public; but the court rejected this rule. The court held, as another element of fraud, that the complainant's liquors were what is known as "blended" and artificially flavored, although asserted on some of his packages that it was "Old Style Fifth Kentucky Nelson County," indicating to the public that it was made after the old style hand-made mash, which was false, for the whiskey was not made in Nelson county, Ky., and was also false if blended with other whiskies, and the court says:

"Client and counsel, defending the blending and flavoring of complainant's liquors, likened it to a bouquet of various flowers, the combination only accentuating the odor without diminishing the quality. While it may hold in botany that a rose would smell as sweet by any other name, yet in law a simulation may be a flagrant fraud. If my sense of smell prefers the American Beauty rose and the florist, under a label indicating essence of American Beauty roses, should sell me a blended compound of

American Beauty, Rosemary, Rose of Jericho, and Sun Flower, the deception would be dishonest in morals and fraudulent in law. Commercial integrity demands that the buyer shall receive what the seller's label on his goods denotes, nothing more and nothing less. This is what equity exacts, which is but another name for fair dealing in good conscience."

One of the most fruitful sources of litigation in trade mark and unfair competition cases is the attempt by persons bearing the same name as well known manufacturers and proprietors of remedies, to engage in a similar business under the same name, seeking to justify their action on the ground that they are merely using their own name, as they lawfully may. In every case where such attempt has been made, the newcomer has been restrained from using his name in connection with his manufacture without making it clearly appear that the goods made or sold by him were not those of the other manufacturer of that name. In the past year there have been several such cases, among which is the case of the Royal Baking Powder Co. *vs.* Royal, decided by the United States Circuit Court of Appeals for the Sixth Circuit. In that case complainant had for many years been making and selling a baking powder under the name of Royal, arbitrarily used to designate origin, and its product was called for under that name by purchasers and became known by its name rather than by the appearance of the packages. Defendant, whose surname was "Royal," commenced the manufacture and sale of a baking powder, which he put in cans similar in shape and size of complainant's and having a label similar in color and general appearance bearing his name in large letters. He also advertised the same as "New Royal." Having been enjoined from such advertising and from imitating complainant's labels, he changed the color of the label from red to blue, on which was printed the name "Maxim Baking Powder," but still having his name in prominent letters on the front of the can. There was evidence that his baking powder had, in some cases, been sold as that of complainant's, and that retailers had given it to customers calling for Royal Baking Powder, without explaining that it was not the well known product of complainant. The court held that

the facts showed a purpose on the part of defendant to so use his name as to sell his product as that of complainant, and that, while he would not be enjoined from using his name, he would be restrained from displaying it on the front label of his cans.

A case illustrating the advisability of prompt action to restrain infringement is that of Bissell Chilled Plow Works *vs.* T. M. Bissell Plow Co., where the court, although granting an injunction against infringement, refused a decree for damage because of laches on the part of complainant, complainant having delayed the bringing of suit for six years.

While trade mark and unfair competition cases this year have been prolific, we are glad to be able to state that no cases involving proprietary remedies have come to our attention. We take this, not as an indication that the owners of proprietary remedies are sleeping on their rights, but that the unremitting warfare waged by them upon piracy in the past is bearing fruit, and that the pirate in this line of trade is being swept from the sea of commerce. Perhaps they have become conscience-stricken, and are devoting their attention to the shell game, highway robbery and kindred occupations, where they can turn an "honest dollar" without blushing at the method pursued.

Respectfully submitted,

CHAS. H. CAMP, *Chairman.*

PRESIDENT SHOEMAKER: This report, which has been read by title, will be referred to the Board of Control in the usual way. The report of the Board of Control on this report will be presented at the meeting to be held on the steamboat tomorrow.

I believe this carries out our routine business, and a motion to adjourn is in order.

On motion the meeting adjourned to convene on the steamboat Corwin H. Spencer on Friday morning at 11 o'clock.

SIXTH SESSION

FRIDAY MORNING, NOVEMBER 18.

The meeting was called to order on board the steamer Corwin H. Spencer at 11:30 o'clock by President Shoemaker.

On motion the reading of the minutes of the last session was dispensed with.

PRESIDENT SHOEMAKER: The first order of business this morning is the report of the Board of Control on the report of the Committee on Trade Marks.

Secretary Toms read the report as follows:

REPORT OF BOARD OF CONTROL ON TRADE MARKS

The able and comprehensive report of this Committee contains much information of interest and value to the Association, and thanks are due for the evident labor and thought that has been expended in its preparation. The Board, therefore, commends the report to the careful study and consideration of the individual members of this Association, whose interests are affected by trade mark laws. Especial attention is called to the decision in the case of the N. K. Fairbank Company vs. Dunn, where it was decided that a customer calling for a particular article has the right to receive that article, without taking the pains to examine the package delivered, and that the substitution of an inferior article is a fraud, even though such package bears a label showing it not to be the article called for. Owners of proprietary remedies should be impressed with the necessity that no statements be used in connection with a remedy, either in the trade marks or labels under which it is sold or in the advertisement thereof, that can be construed as a misrepresentation or be susceptible of any such construction. Also to the necessity for prompt action to restrain infringements, as decrees for damages have been refused, owing to delay of complainant in bringing suit.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Board of Control on the report of the Committee on Trade Marks. What action will you take upon it?

MR. T. F. MAIN: I move that the report be adopted. (Motion carried.)

PRESIDENT SHOEMAKER: The report of the Committee on Passenger Rates and Routes, Mr. Thomas P. Cook, New York, Chairman, is next in order.

SECRETARY TOMS: I have been requested by Mr. Cook, the Chairman of the Committee, to read the report.

REPORT OF COMMITTEE ON PASSENGER RATES AND ROUTES

To the National Wholesale Druggists' Association:

Your Committee would respectfully report that the various traffic associations courteously granted the usual concession of one and a third rate, certificate plan. We issued two circulars, and, after some correspondence, succeeded in having transported to this meeting 305 members.

We would again urge upon members to keep for ready reference the circulars issued by this Committee, and to act early in the reservation of rooms at hotels in cities where meetings are to be held. No obligation is incurred by doing this, as rooms may be released by letter or wire at the last moment, if parties are unable to go. We desire to especially commend the Illinois Central Railroad for its very prompt and businesslike manner of handling our special train from St. Louis, furnishing, as it did, two dining cars, and sending with us to New Orleans their General Passenger Agent, who has made very complete arrange-

ments for the return journey for those who go via the Illinois Central Railroad.

Respectfully submitted,

T. P. Cook, *Chairman.*

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report of the Committee on Passenger Rates and Routes. What action will you take in regard to it?

MR. JAMES E. DAVIS: I move that the report be received and printed in the minutes, and that a copy of it be sent to the Illinois Central Railroad Company. (Motion carried.)

PRESIDENT SHOEMAKER: We will now have the special report of the Committee on Proprietary Goods on the address made by Mr. Simon N. Jones, delegate from the National Association of Retail Druggists.

Secretary Toms read the report as follows:

REPORT OF PROPRIETARY COMMITTEE ON ADDRESS OF CHAIRMAN JONES, OF N. A. R. D.
EXECUTIVE COMMITTEE

The Committee on Proprietary Goods, to which was referred the address of Chairman Jones of the Executive Committee of the National Association of Retail Druggists, recommends the adoption of the following resolutions:

1. *Resolved*, That this Association highly appreciates the tone of Mr. Jones' address, the straightforwardness, clearness and fairness of which we take pleasure in commending.

2. *Resolved*, That this Association cordially endorses all that was said by him relative to co-operation. The National Wholesale Druggists' Association owes its own gratifying success in advancing the welfare of our branch of the drug business to co-operation and it will be our aim in the future, as it has been in

the past, to encourage our friends, the retailers, whose welfare is, as Mr. Jones says, our welfare, to make the fullest possible use of the co-operative method of harmonizing trade differences.

3. *Resolved*, That the assurance Mr. Jones has given as the representative of the National Association of Retail Druggists, that the influence of his organization and of his people, individually, will be exerted in the direction of making the proprietary medicine branch of our business a greater source of profit, is received with satisfaction. The generosity toward us thus manifested, will prove a strong incentive to the members of the National Wholesale Druggists' Association and the wholesale trade generally, to use to the best advantage every practical method that may be suggested to make the business of their patrons, and the retail drug trade as a whole, more profitable, a course which, as is well known, this Association has always persistently urged.

4. *Resolved*, That while we fully appreciate the co-operation of the National Association of Retail Druggists in requesting proprietors to confine their sales at best prices to recognized wholesale druggists, it is a lamentable fact that many of the retail druggists totally disregard this eminently just principle, as shown by their individual efforts to secure jobbers' terms from the proprietors and also by the existence of numerous "buying clubs," which purchase direct at the largest discount, whenever possible, and divide the goods among the retailers who constitute their membership. Genuine co-operation involves reciprocity, and we earnestly hope that our retail friends may come to realize more generally that in return for the valuable assistance extended to them by the jobbers, it is only fair that they should reciprocate by discountenancing the practice of direct buying.

5. *Resolved*, That we heartily congratulate the retail drug trade upon having built up so strong and so well-conducted an organization as the National Association of Retail Druggists, and that we hope its good work may continue until the business of purveying drugs and medicines at retail, with its numberless exactions and its heretofore inadequate compensation, may become a field of activity honorable enough and remunerative enough to suitably reward the most ambitious.

PRESIDENT SHOEMAKER: Gentlemen, you have heard the report. What action will you take in regard to it?

MR. J. C. ELIEL: I move the adoption of the report. (Motion carried.)

ELECTION OF ADDITIONAL NEW MEMBER

PRESIDENT SHOEMAKER: The Committee on Membership has a supplemental report to make, which will be read by the Secretary.

SECRETARY TOMS: The Committee on Membership offers the following supplemental report:

The United Zinc & Chemical Company, manufacturers of chemicals, Kansas City, Mo., apply for associate membership.

MR. MAIN: I move that the rules be suspended and the applicant be elected to associate membership. (Motion carried.)

The meeting then adjourned until the same evening.

SEVENTH SESSION

FRIDAY EVENING, NOVEMBER 18.

The ladies and gentlemen of the convention assembled in the regular meeting room at the St. Charles Hotel, and President Shoemaker called the meeting to order at 9 o'clock.

On motion, the reading of the minutes of the last session was dispensed with.

PRESIDENT SHOEMAKER: We have one item of business to attend to this evening, and that is to listen to the report of the committee appointed to present resolutions thanking our friends in New Orleans for the entertainment they have given us. Of this committee Mr. D. R. Noyes, of St. Paul, is the Chairman, and I will ask him to kindly read the report of the committee.

Mr. Noyes read the following report:

RESOLUTION OF THANKS TO ENTERTAINMENT COMMITTEE

Mr. President and Gentlemen:

Your Committee, to whom has been assigned the pleasant duty of preparing an expression of thanks to our General Committee on Arrangements and Entertainment, take pleasure in submitting the following for record in our minutes:

Resolved, That our sincere thanks are due, and are hereby rendered, to the General Committee on Arrangements and Entertainment for their admirable arrangements for the comfort and entertainment of the convention, and the systematic and successful prosecution of its business.

Even if New Orleans has not been captured by us, we have, through the work of this Committee, and the unique attractions

of the city, been captured by New Orleans. At Boston last year, we voted that city the "best that ever was." Posting our books to date we now insert "New Orleans." Where all are so worthy of credit, we hesitate to name any as deserving of special mention; yet to mention Mr. Parker and his local associates, and such veterans in this work as Mr. Stone and Mr. Cook, with special praise for their efforts, at this time, in our behalf, seems no more than their due.

No Committee has done more faithful or better service.

Respectfully submitted,

DANIEL R. NOYES,

C. F. WELLER,

D. D. PHILIPS,

Committee.

PRESIDENT SHOEMAKER: You have heard the report of the committee which has just been read. What is your wish in regard to it?

MR. T. F. MAIN: I move that the report be adopted by a rising vote. (The motion was seconded and carried by a unanimous rising vote.)

INSTALLATION OF OFFICERS

PRESIDENT SHOEMAKER: We now come to the installation of the newly-elected officers. For some little time past it has been customary to have these officers brought to the front of the room by ex-Presidents of the Association. The first gentleman to be installed is Mr. M. Cary Peter, our new President, and I will ask ex-Presidents Noyes and Kline to escort Mr. Peter to the chair.

MR. NOYES: Mr. Chairman, Ladies and Gentlemen—I take pleasure in presenting to you a gentleman unknown to any members of the convention, but who is at least, I think, a good man—at any rate he is very near one—the son of one who was an excellent President of this Association. The gentleman now before us has occupied some positions of trust. He is President of one of the most important of the Drug Exchanges, and in his own community is a man respected and honored. I am not sure that he is not a bit of a politician, but if he has not tried that, I am quite sure that he would be successful in any undertaking in that direction. Of course, as one of the ex-Presidents of the Association, I want to say that of the ex-Presidents of the Association we know the worst, but of the new Presidents of the Association we can only hope for the best. Some one has said that the individuals that have the best brains are about five feet six inches high—what is your height, Mr. Peter? (laughter) just about so high (speaker indicating the height of Mr. Peter). Napoleon and others would probably confirm this theory. Mr. Peter is not, I understand, related in any way to St. Peter, but if he will come to St. Paul, St. Paul will welcome him and give him a blessing in coming and a benediction in going. I think I have said enough about Mr. Peter, and I will let him speak for himself. Mr. President, allow me to present to you Mr. Peter. (Applause.)

PRESIDENT SHOEMAKER: Ladies and Gentlemen—I have the greatest pleasure in presenting to you Mr.

M. Cary Peter, of Louisville, your newly-elected President.

MR. PETER: Ladies and Gentlemen—The fact that it required two able-bodied men to present a perfectly sober man before this Association for inauguration, suggests somewhat the character of those who are behind me. Mr. Noyes told me to speak for myself. I always speak cheerfully and frankly, frequently continuing the conversation until every member of the audience has disappeared. It seems to me but a little while ago that this Association was addressed in an identically similar manner as I am addressing you, and on a similar occasion, by my honored and departed father. Nearly a generation ago he was honored by you in his selection as President of this Association, as I have now been honored. I believe that I am the first to mark the line that indicates the parting of the generations since this Association was formed. Thirty years ago, or nearly so, my father was inaugurated as the second President of the Western Wholesale Druggists' Association, the mother of this Association. So that while we may not feel it, and while some of you do not look it, time is speeding along its way, and it behooves us to have a care how we utilize the remainder of the time that may be left to us. All the old men, except Mr. P. R. Lance, have been honored. We have got to get some of the young blood into training.

The prosperity of this Association, as I undertook to say to you gentlemen last night, has increased, and will continue to increase, as our personal knowledge

of one another increases. It is such acquaintance and close intercourse which makes this Association probably the strongest trade association in this country. No contract can be drawn up by the most astute lawyer that will hold two persons together who desire to part company. That is an impossibility. But in this Association we have over four hundred members who are united together in purpose with a desire to help one another unselfishly. The Savior of mankind said that hell itself shall not prevail against truth, rectitude, uprightness and fair-dealing. These qualities have characterized our members more and more and will continue to do so more and more. As the sons of the men who have gone before should emulate their example, may we all live in such a way that, when we are gone, what we have done may be worthy to be followed by those who come after us. Ladies and gentlemen, I thank you for your kind attention, and I especially return my thanks to the members of the Association for the honor they have conferred upon me. (Applause.)

PRESIDENT SHOEMAKER: Ladies and Gentlemen—The next officer to be installed is the First Vice-President, Mr. A. D. Parker, of New Orleans, and I will ask ex-Presidents Hover and Main to escort Mr. Parker to the chair.

MR. HOVER: Mr. President, Ladies and Gentlemen—It affords me great pleasure to introduce your new First Vice-President, Mr. Arthur D. Parker, of New Orleans. Mr. Parker is a graduate of Princeton, a bachelor of science, and a wholesale druggist. He is

the senior partner in the house of Parker-Blake Co., wholesale druggists, of this city. Mr. Parker is a politician of some local prominence. He only last spring declined the mayoralty nomination in this city, and that at a time when a nomination on the Parker ticket meant victory and election.

PRESIDENT SHOEMAKER: Ladies and Gentlemen—I have the honor of presenting to you your newly-elected First Vice-President, Mr. Arthur D. Parker.

MR. PARKER: Mr. President, Ladies and Gentlemen—Although I have been connected with the drug business since my infancy, from a business standpoint, it was not until last year that I was permitted to attend a meeting of this Association and to see the benefits which are derived from membership in the Association, as was seen in Boston through the hospitality enjoyed at the hands of Mr. Cutler and his associates, and in the excellent work done by the wheel-horses of our organization. I want to say to you, gentlemen, that it is not very often I am called upon to face such dignitaries as we have here tonight, in the persons of Mr. Shoemaker and Mr. Cary Peter, and if I had not been married only last fall, I should think I was about to say the word again. That was the happiest event of my life, and I think this comes next.

As Southerners we have been delighted that we have had our friends with us here this week. We appreciate the fact that there is no longer any North, East, South and West among us, but that in the National Wholesale Druggists' Association it is the one hand of

good fellowship, and men among men. I want to express my appreciation, too, of the splendid caliber of the men who have been here this week. You ladies will appreciate, I am sure, and I am equally as confident that the gentlemen will understand, that in a way we have exploited the fact that we were to be visited by the men who represent the backbone of the drug business of America; and, gentlemen, I assure you all that it has been with boundless pride that I have pointed to the fact that the ladies and men who have been with us during this week are people who will stand high in any community, the world over.

I want to say again, that in the making of arrangements here we have had to deal with none but people who have shown us the greatest possible consideration, and in behalf of the Committee on Arrangements and Entertainment I want to express our thanks for the kindness which has been shown us by our visiting friends.

I will not attempt to express my appreciation of the honor which has been conferred upon me, and I will simply say "Long live the King." (Applause.)

PRESIDENT SHOEMAKER: Ladies and Gentlemen—In the search for any sort of game, no matter how agile the hunter may be, the victim may sometimes escape. Your newly-elected Second Vice-President, Mr. A. B. Stewart, of Seattle, I am sorry to say, is not present. The next officer to be installed will be the Third Vice-President, Mr. Charles Cook, of Portland, Me., and I will ask ex-Presidents Noyes and Kline to escort Mr. Cook to the chair.

MR. KLINE: Mr. President, Ladies and Gentlemen—I was not aware until a minute ago that the gentlemen who conducted these victims to the block were expected to give something of their history. Hence, I must plead ignorance as to Mr. Cook's antecedents. I do not know whether he ever was, or ever expects to be, a politician. I do not know whether he even goes to church, and if he does go to church, which church he goes to. I do not know anything about his history except this—from the time he commenced to attend our meetings he has always been faithful in continuing to do so; and has always proved himself to be a worthy member of the organization. I presume the Committee on Nominations had that in mind when they selected from the State of Maine one of its worthy sons to act in the capacity of Third Vice-President of this Association. I know it is sometimes supposed that the duties of Third Vice-President are not very onerous. It has also been said that "too many cooks spoil the broth", but with Mr. Peter to do the brewing, I think we will perhaps need several cooks, so we have provided one in the person of Mr. Cook, from the State of Maine, as our Third Vice-President, whom I have the honor and pleasure of presenting to you.

PRESIDENT SHOEMAKER: Ladies and Gentlemen—I wish to present your newly-elected Third Vice-President, Mr. Charles Cook, of Portland, Me.

MR. COOK: Mr. President, Ladies and Gentlemen—Sometimes the minor offices in this Association are given to a section rather than to an individual. Such,

I would confidentially whisper, is what was intended in honoring me with election as the Third Vice-President of the National Wholesale Druggists' Association. Therefore, for New England, for the State of Maine, especially for the city of Portland, which Longfellow designated as "that beautiful city by the sea," for these, I bring most hearty appreciation that you have seen fit to honor us by selecting one of her citizens for the post of Third Vice-President of the National Wholesale Druggists' Association.

The United States, I believe, confers upon those who risk their lives to save their fellowmen, a gold medal, and keeps these medals on hand in Washington. A little incident I saw today suggested to my mind that it would be a good thing to also have some one to confer a medal for special acts of politeness. We have in our Association such men as Mr. Cook, of New York, and Mr. Taylor, of Virginia, who are models of politeness and chivalrous attention, but a little incident which I saw on the steamer today outdoes our friends, and in fact it outdoes anything I have seen in the Sunny South; and when you learn of the incident I think you will agree with me. While we were dining on board the steamer I saw a gentleman leave one of the tables and walk over to one of the automatic machines, drop a penny in the slot and receive a piece of chewing gum, or have his fortune told, I do not know which it was—and he carried it back to one of the ladies of his party—but what he did there at the glass case was what particularly took my attention. As the penny was dropped in, a little figure of a lady made a very graceful bow. The gentleman immediately re-

sponded as courteously as though he was saluting the most beautiful lady of this assemblage of lovely ladies. That gentleman is one of the wheel-horses of this Association. He was none other than John N. Carey, of Indianapolis. Therefore, those of you who know him will, of course, very graciously recognize him when you see him. I would suggest that those of you who may not have had a formal introduction also salute him, and you will receive a response so courteous that you will remember it all the days of your life. (Applause.)

PRESIDENT SHOEMAKER: Ladies and Gentlemen—The next on the list is the Fourth Vice-President, Mr. A. J. More, of Sioux City, Iowa. I will ask ex-Presidents Main and Hover to kindly escort Mr. More to the chair.

MR. MAIN: Mr. Chairman, Ladies and Gentlemen—I have the honor to present to you Mr. A. J. More, of Sioux City, a graduate in pharmacy, a wholesale druggist, and a member of the Missouri Drug Exchange, who has been honored by being elected to the Fourth Vice-Presidency of this Association.

PRESIDENT SHOEMAKER: Ladies and Gentlemen—I have the honor of presenting Mr. A. J. More, who has been elected Fourth Vice-President of this Association.

MR. MORE: Mr. President, Ladies and Gentlemen—The firm with which I am connected hires a man to do its talking, and I am not that man. I will say that

I consider it an honor, indeed, to be elected to any office in this Association, and especially is it an honor to be elected at this, the thirtieth annual session of the Association, held in this most interesting city, where the right hand of fellowship has been so gracefully extended to us all. I had the pleasure last evening of listening to that beautiful and patriotic tribute to our country by Governor Blanchard. It sounded good to me, coming fifteen hundred miles from the sun-kissed prairies of Iowa, and if the work of this Association at this session accomplishes no greater purpose than to have provided the means for that beautiful tribute, it will pass into history as the most successful session which this Association has ever held. (Applause.)

PRESIDENT SHOEMAKER: Ladies and Gentlemen—The next officer to be installed is the Fifth Vice-President, Mr. Carl Leich, of Evansville, Ind. I will ask Messrs. Noyes and Kline to escort Mr. Leich to the platform.

MR. NOYES: Mr. President—With the deepest regret we have to report that our victim has escaped, and in his escape we also escape.

PRESIDENT SHOEMAKER: Ladies and Gentlemen—Our Secretary, Mr. Joseph E. Toms, is next in order. I will ask ex-Presidents Hover and Main to escort Mr. Toms to the platform.

MR. HOVER: Mr. President, Ladies and Gentlemen—It affords me great pleasure to introduce our Secretary, Mr. Joseph E. Toms. Mr. Toms' services have been long and faithfully performed. He has been of-

ten tried, and never been found wanting. This is an occasion to which Mr. Toms looks forward annually with great anticipation of pleasure, as it affords him the only opportunity he has during the course of the year to make an address.

PRESIDENT SHOEMAKER: Ladies and Gentlemen—I have much pleasure in introducing to you your newly-elected old Secretary, Mr. Joseph E. Toms.

MR. TOMS: Mr. President, Ladies and Gentlemen—In one respect at least the Secretary of this Association enjoys a distinct advantage over the President of the Association. It is an unwritten law of our Association that the President serves only for one term, while there is no time limit in the case of the Secretary. The time-honored prejudice against a third term for the President of the United States does not apply to your Secretaryship, fortunately for the present incumbent of the office. I shall always recall with the greatest pleasure the fact that my third term as Secretary of this splendid organization began in the goodly city of New Orleans, where we have been entertained with such lavish hospitality by our warm-hearted Southern friends.

Some of you have doubtless observed that the duties of the Secretary during a convention are rather arduous, and it is a source of great satisfaction to me that a number of our members have been kind enough to express in person their approval of my work. It is a great pleasure to serve such appreciative men. I desire to thank you, most sincerely, for the honor you have conferred upon me in again electing me to

this position, and I assure you that I shall continue to perform its duties to the best of my ability. (Applause.)

PRESIDENT SHOEMAKER: Ladies and Gentlemen—I regret to inform you that we have now come to a simply heart-breaking hiatus. I cannot condemn in terms which are too strong, or make too scathing a censure of the conduct of the gentlemen who have basely fled and deprived you of the enjoyment which legitimately belongs to you. I could hardly have conceived that such perfidy would have been possible in the breasts of those upon whom you have recently conferred such distinguished honors. I regret to say that not only has the Treasurer of this Association basely deserted us, but I am also informed that his course was in a northerly direction. But that is but a small part of the misfortune which has overcome you. Not only has the Treasurer deserted us, but all the members of the Board of Control have followed his example. Let us weep a few salty, bitter tears.

I beg to say, therefore, that we shall have to pass to the Chairman of the Committee on Proprietary Goods, Mr. John N. Carey, of Indianapolis. I will ask ex-Presidents Hover and Main to escort Mr. Carey to the platform if he is here.

MR. MAIN: Mr. President, I understand that Mr. Carey is ill and cannot be present this evening.

PRESIDENT SHOEMAKER: Ladies and Gentlemen—I am sure we all deeply regret the inability of Mr. Carey to be present at this interesting ceremony.

The last officer on the list is Vice-Chairman Holliday, of the Committee on Proprietary Goods, and I will ask ex-Presidents Noyes and Kline to escort Mr. Holliday to the platform.

MR. NOYES: Mr. Chairman, Ladies and Gentlemen—I have the pleasure of introducing to you Mr. F. E. Holliday, the Vice-Chairman of our Committee on Proprietary Goods, one of the most, if not our most important committee. Yesterday, I think it was, Mr. Peter, in speaking of Mr. Holliday, said he was “a holiday, Fourth of July, Christmas, Thanksgiving Day all in one.” You will notice that Mr. Holliday wears a very profuse smile just now. I remember once sending for him in case of an emergency and he came. After he went away, I found the emergency still with me, but Mr. Holliday, still smiling no doubt, was gone. We all know that Mr. Holliday has done good work for the Association, and that his services are appreciated.

PRESIDENT SHOEMAKER: Ladies and Gentlemen—I have the honor of presenting our newly-elected Vice-Chairman of the Committee on Proprietary Goods, Mr. F. E. Holliday.

MR. HOLLIDAY: Mr. President, Ladies and Gentlemen—I had firmly decided not to make a speech of any kind, but just to step to the front and thank you for the honor you have again conferred upon me, but as Mr. Carey is not here, and knowing that he has exactly the same feeling that I have in this matter, I wish to take this opportunity of thanking you all for your uni-

form courtesy to me when I have visited you and in your correspondence with the office. If Mr. Carey were here, I know that he would like to thank you personally and individually for the valuable assistance which you have rendered in the conduct of the affairs of the Committee on Proprietary Goods. I thank you again for placing me in this position for another year. (Applause.)

PRESIDENT SHOEMAKER: Ladies and Gentlemen—The little drama which has appeared upon the stage during the past year is about to close. The last scene is set. The actors for the next drama are, in accordance with custom, grouped in the middle of the stage. I am about to hand over to my worthy successor the badge of office that was intrusted to my care a year ago. I feel that I can honestly say that I will deliver to him the affairs of the Association in at least as good shape as they were then, and I am sure that he will likewise be able to say at least as much, when he in turn hands the badge of office over to his successor. "The King is dead; long live the King!" (Applause.)

PRESIDENT-ELECT PETER: This is the first time I have been appointed to keep the thing going all night. I believe that it is the duty of the outgoing President to close up the affairs of the meeting over which he has presided. I will take it upon myself, however, to say the last few closing words of this meeting. We hate to part, even though we know only a few short months will elapse before we gather again as we have done on this occasion. May God spare the lives of us all, and may the interests of this Association be safe

in the hands of those to whom you have committed them tonight, shall be my most earnest prayer.

The meeting then adjourned.

EIGHTH SESSION

SATURDAY MORNING, NOVEMBER 19.

President Peter called the meeting to order at 10 o'clock.

On motion, the reading of the minutes of the last session was dispensed with.

As there was no further business to come before the meeting, on motion, the convention adjourned.

THE BANQUET

THURSDAY EVENING, NOVEMBER 17.

The banquet of the National Wholesale Druggists' Association was served in the large dining room of the St. Charles Hotel on Thursday evening, November 17.

The room was handsomely decorated with flags and bunting, while flowers in great abundance gave the tables a beautiful appearance. Music was furnished for the occasion by an orchestra, and also by a quartette of negro singers, whose rendition of plantation melodies was an unique feature of the evening.

The speakers sat at a long table facing the banquetters, who were seated at small tables in parties of four. A large number of gentlemen participated in the banquet, the capacity of the spacious room being fully utilized.

The Toastmaster was Mr. J. C. Eliel, of Minneapolis, who presided in his inimitable manner, and caused much merriment by his humorous remarks in introducing the various speakers.

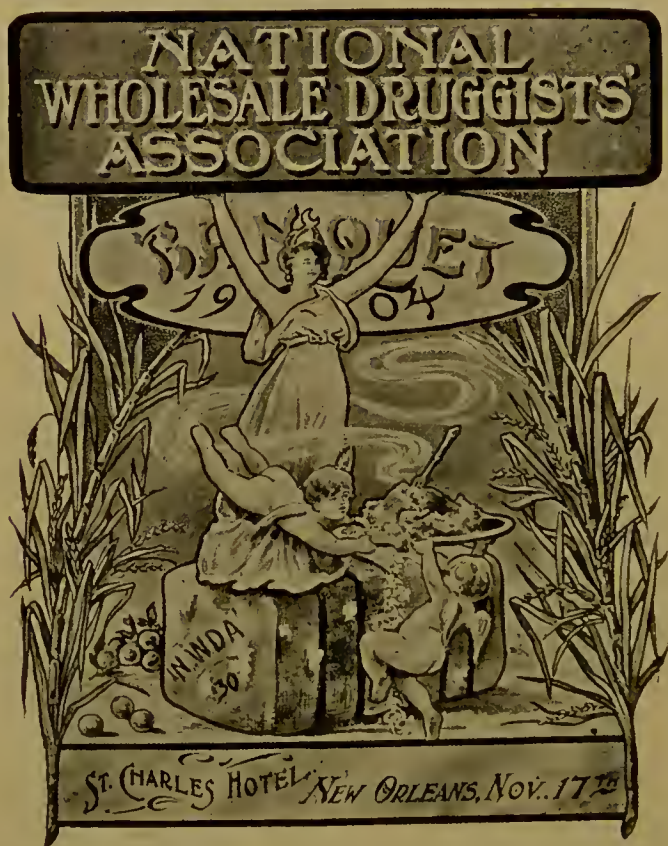
The gentlemen who sat at the speakers' table, besides the Toastmaster, were as follows:

His Excellency, Governor Newton C. Blanchard, of Louisiana; Mr. Charles Payne Fenner, of New Orleans; Retiring President C. F. Shoemaker, and President-Elect M. Cary Peter, of the National Wholesale Druggists' Association; Messrs. M. N. Kline, Thos. P. Cook, Daniel R. Noyes, W. J. Walding, W. A. Hover, James E. Davis, Geo. A. Newman, D. D. Philips,

and J. E. Toms, Secretary of the National Wholesale Druggists' Association.

The banquet was a veritable "feast of good things," several of the dishes being peculiarly characteristic of the celebrated cuisine for which New Orleans has long been famous.

The design on the cover of the menu card was original and artistic. It is reproduced below.



The menu was as follows :

MENU

Canapé de Caviar	<i>Manhattan</i>
	<i>Cocktail</i>
Amandes Salés	
Celery	
Huitres en Coquille	<i>Sauternes</i>
Bisque of Crab	<i>Amontillado</i>
Broiled Pompano, a la Maître d'Hotel	
Potatoes Rosa Bonheur	<i>Haut Sauternes</i>
Sweet Breads, Financière	<i>Pontet Canet</i>
Green Peas	
Filet of Beef, Larded a la Richelieu	
Stuffed Tomatoes	
Punch Cardinal	
Becassine Roti Parisienne	<i>Ruinart Brut</i>
Asparagus Vinaigrette	
Biscuit Glacé, Gateaux Assortis	<i>White Rock</i>
Bonbons	
Fruit	Fromage
	<i>Cigars</i>
Café	
	<i>Cognac</i>

The following was the list of toasts and speakers:

TOASTS

Mr. J. C. Eliel, Toastmaster

OUR COUNTRY

Gov. Newton C. Blanchard

OUR ASSOCIATION, PAST AND PRESENT

Mr. Clayton F. Shoemaker

OUR ASSOCIATION'S FUTURE

Mr. M. Cary Peter

THE SOUTHLAND OF TODAY

Mr. Charles Payne Fenner

OUR COMMERCE AND INDUSTRIES

Mr. M. N. Kline

THE LADIES

Mr. Thomas P. Cook

OLD GLORY

Hon. Paul Capdevielle

After the tempting menu had been disposed of, Toastmaster Eliel called the gathering to order, and said:

Gentlemen, the acoustics are very bad in this room, and my voice is worse. I am going to ask you to be very patient with me and we will do the best we can. I ask you to move closely up in the center of the room so you can hear at least something of the things I say. What the others say does not matter so much. I am going to give you just a few words by way of a curtain raiser. I was advised by a friend to let some of

the other gentlemen on the programme do some of the talking. I did not think much of the idea myself, but I felt willing to try it on one condition, namely, that you would not hold me responsible for the consequences. We have with us tonight many distinguished gentlemen inside and outside of our Association, and in order to add a little interest to the occasion, I have divided them into two classes: those whom we want to hear and those who insist on being heard. (Applause.)

As they perform their little stunts, the gentlemen are expected to mark the backs of their menus and the man who comes the nearest to guessing which one we really wanted to hear, gets the premium—a bottle of sagwa, trial size. (Laughter.)

Gentlemen, the first toast is one that every loyal citizen should respond to heartily and reverently:

“My country, 'tis of thee,
Sweet land of liberty,
Of thee I sing.
Land where our fathers died,
Land of the Pilgrim's pride,
From every mountain side
Let Freedom ring.”

I have the honor of introducing to you Governor Blanchard, of the State of Minnesota. (Great laughter.) You see, gentlemen, I really do not know where I am at. Let me introduce Governor Blanchard, of the State of Louisiana. (Applause.)

"OUR COUNTRY"

RESPONSE BY GOVERNOR NEWTON C. BLANCHARD.

GOVERNOR BLANCHARD: Mr. Chairman and Gentlemen of the National Wholesale Druggists' Association—It is a very great pleasure to me to be your guest this evening. I know full well that since you have arrived in this Queen City of the South you have received upon all hands a most cordial welcome. (Great applause.) I know that you have been the recipients of the proverbial hospitality for which the goodly city of New Orleans and her people are famous. (Applause.) I know that it is not necessary that I should add anything to the welcome that has been yours in coming into our midst, but nevertheless, I wish here and now to supplement the welcome that New Orleans has extended to you by an equally warm and cordial welcome to you on behalf of the great Commonwealth of Louisiana. (Applause.)

We are very glad that you have come down here to our State. We would like you to come oftener than you do. I think that nowhere else will you find a better convention city than the one in which this convention has been sitting for the last few days. (Applause.)

Therefore, I would say, on behalf of New Orleans and the State, that while it is your custom to select different cities in which to hold your conventions, we hope it will not be many years before we will see you in New Orleans again.

Our friend, the Toastmaster (from Minnesota) first introduced me as Governor Blanchard "of Minne-

sota." No apology is necessary. I have visited that great Commonwealth of his, where this great river of ours finds its source, and if there be any State in the Union that comes up at all to Louisiana in all that is delightful, that State is the one which the gentleman mentioned. (Great applause.)

The theme assigned to me is "Our Country." Our country. What is our country? Bounded on the North by the Great Lakes and the British possessions; on the South by the sun-kissed Gulf; on the East by the Atlantic; but where is its Western boundary? (Great applause.) Does anybody know? Have the geographers defined it yet? We used to believe that the eastern shore of the Pacific bounded our country. But all this has been changed within the last few years.

There was a time when a man, standing at the Golden Gate, in the delightful city of San Francisco (some of whose citizens I doubt not are here tonight) might extend, facing the North, his left hand to the Northwest and his right hand to the Northeast, and the distance from where he stood to the extreme Northwestern portion of the State of Maine would be no greater than the extreme distance from where he stood to our furthestmost possession of the Alaskan Territory in the far Northwest. But today we don't even know ourselves, scarcely, how far to the westward we go.

We began our national life with thirteen States. Then, one hundred and one years ago, we acquired what is called the Louisiana Territory, the original name of which is borne by the State in which you now

are, and out of it have been carved fourteen great States and Territories of the American Union. This territory was purchased for fourteen million dollars, principal and interest, and contained double the original area of the United States.

Then came the acquisition of what is now the great Empire State of the South, Texas (applause), and the country contiguous to it, which was acquired in that war of conquest which we waged with Mexico, including the great State of California, on the extreme left.

Then followed the confirmation of our title to what are now the great Commonwealths in the Northwestern portion of our country—the States of Montana, Idaho, Oregon and Washington; and then came to us for a mere song, as it were, the Alaskan Territory which we acquired from Russia.

But we have not stopped there. Uncle Sam, some years ago, took a small leap of some two thousand miles from the Golden Gate across a portion of the Pacific ocean and landed on the Sandwich Islands, and since then the Stars and Stripes, from that point of vantage, have wooed the zephyrs of the Pacific.

Then gathering himself together and taking another leap of ten thousand miles across the vast expanse of the Pacific ocean, he landed in the Eastern Hemisphere and straddles the Philippine Archipelago, a veritable Colossus.

Whereabouts beyond the Philippine Archipelago is the boundary of the United States to be drawn between that Archipelago and the mainland of Asia? (Applause.)

We were told in the farewell address of the Father of His Country that we should confine ourselves to our own country and lead, as it were, a life of isolation among the nations of the world. But it is more than a hundred years since he wrote that message to his fellow-countrymen. Since then, fellow citizens, these United States of ours have come up from an infant among the nations of the world, until today she leads them all in whatever goes to make up the greatness and grandeur and power of a nation of the earth. (Great applause.)

A few years ago the United States went to war with Spain. It was not a war begun and prosecuted by us as a war of conquest. Nor was it a war the purpose of which was the acquisition of territory or the expansion of the territorial limits of our country. Nor yet was it a war in which we engaged for the purpose of establishing a war-like renown for our country among the nations of the world. No, none of these. We set the example to the people of the world of going to war to help a struggling people seeking to throw off a foreign yoke, and to set up for themselves free institutions and representative government. (Applause.) When Dewey's guns in Manila Bay flashed defiance to Spain and destruction to her fleets, they were shots that rang around the world, and awakened the people of all nations to a realization of the fact that here in the Western Hemisphere was a great nation which, whenever the time came, while following the pursuits of peace, were yet equal to the grandest martial deeds when it

became necessary to prove that we were a warlike nation. (Applause.)

The battle before Cavite, in Manila Bay, stamped the United States as one of the leading nations of the world; one possessed of those elements which the nations of Europe pride themselves in, namely, martial spirit and prowess.

This was followed by the success of the American fleet in the harbor of Santiago de Cuba, when the Spanish Admiral Cervera encountered the American fleet with the result of the destruction or capture of every one of the Spanish vessels.

That ended the war between our country and Spain, and then this country of ours set an example, the like of which the world perhaps had never seen.

While we did not begin the war for the purpose of conquest, or the acquisition of territory, we, nevertheless, found ourselves by right of conquest in possession of the Philippine Archipelago.

All rights which Spain had to those islands had been lost to her as a result of that war. And yet what did we do? We did not rest ourselves upon the title which we had acquired by virtue of conquest. No. We set an example of magnanimity and liberality to the world. In the treaty which we signed with Spain we paid her the princely sum of twenty millions of dollars for a quit claim deed for whatever right of possession she had to the Archipelago.

But that was not all. Here was the Island of Cuba, freed as the result of two naval engagements in which our country took part with Spain, and true to the pledges we had given that we did not want to absorb

that territory and annex Cuba to the United States, we kept possession of that Island only so long as it was necessary for the people in Cuba to frame a constitution and form a government for themselves. When that was done and they had elected officials under that constitution, by order of the President of the United States, the American flag was lowered and the flag of Cuba raised in its place. (Great and prolonged applause.)

We had taken the infant republic by the hand and led her along the pathway which we ourselves, succeeding the Revolutionary War, had followed. We redeemed the pledges we made to the people of the world when we engaged in what we believed to be a righteous war, to throw off the yoke of foreign bondage and encourage the building up of a new republic in the Western Hemisphere.

Now, that is our country, and these things have added greatly to our prestige throughout the world. (Applause.)

The United States of America stands for peace. (Great applause.) I want to see this country of ours the arbiter, on the side of peace, in the complications that take place between the nations of the world, no matter where located. (Great and prolonged applause.) It is sometimes necessary to prove that you are a warlike nation in order to maintain peace. That is why I have stood, and now stand, for the building up in America of the greatest fleet that rides the ocean. (Great and prolonged applause.) I want the United States to have a fleet, certainly the equal of any, so that when, taking her part in international

complications, she throws the weight of her influence on the side of peace, we shall have the power to enforce it. (Great applause.) That is the position I want to see our country take. When that is done, the armaments of the European countries will disappear. The billions upon billions of money expended in maintaining standing armies will be distributed through the avenues of peaceful pursuits and result in the amelioration of the condition of those people. (Applause.)

It is to the future of the United States that my remarks tend rather than towards depicting the tremendous strides our country has taken in achieving the greatness which is now hers.

The story is a familiar one—the rise of the United States in a century and a quarter from a mere babe among the nations of the world to the head of the list. (Great applause.) It is attributable to the liberality of our institutions, to the freedom which we enjoy here, and to the wonderful pluck and energy and capacity and inventive genius of the American people. (Applause.)

America today is setting an example to all nations of the world in everything that goes to make up the real greatness of a people. What we want is to have our example followed by other nations. We are not seeking to gobble up, as it were, markets which ought to be opened on equal terms to the nations of all the world; but we seek to open the markets all over the world to the best goods, the best thrift, the best business enterprise, and business sagacity. We doubt not

our ability to win these markets in fair and open competition. (Applause.)

Over in China—and China just now is occupying a very great share of the world's attention—there are four hundred millions of people. One hundred millions more than in all Europe combined, with the eighty-five millions of our own country added. That is a wonderful statement, gentlemen, when you come to consider it, and there is a field for Americans to strive for in the way of opening up that country to the products and manufactures and trade of the United States through pacific methods of business.

We do not want to see China partitioned among the nations of continental Europe, and that is on the programme as surely as we sit here tonight. Great Britain, the Island Kingdom, is in a position of isolation and no power, save that of the United States stepping in and saying "No" to the proposition, can prevent the dismembering and partition of China, unless it be the success of the Japanese arms in the war which is now being waged in the Far East. (Applause.)

But, however that war may end, our country should be in a position to take her part in every international affair and complication which arises and affects our interests, for that affects the weal of the entire world. (Applause.)

And so it is, I say, that whenever bills are proposed in Congress to increase the naval strength of the United States, I want to see the Senators from all the States and the Representatives in Congress from all the States, supporting such measures until we have a navy that will reinforce the just decrees of this country for

the peace of the world in the settlement of international complications, and when that is done, then, indeed, we will have achieved the destiny which I firmly believe the God of Nations has marked out for this country of ours. Then, my dear friends, will we present to the people of the world, in this Western Hemisphere, an example of a great republic possessed of every variety of climate and production, whose people are as one again (applause), loyally devoted to the perpetuity of the Union (applause), fearing no foreign foe, following the pursuits of peace, serving God according to the dictates of conscience and solving practically the great problems of self-government. (Great and prolonged applause.)

A VOICE: Three cheers for the Governor of Minnesota, with a tiger. (Cheering and applause.)

TOASTMASTER ELIEL: Gentlemen, I thank you. (Laughter and applause.)

A VOICE: Three cheers for the Governor of Louisiana. (Cheering and applause.)

TOASTMASTER ELIEL: Gentlemen—I am sorry that I departed from my usual custom. I can see now that it was a mistake. (Laughter.) A good host welcomes the coming and speeds the parting guest. Our next toasts, you will notice, are “twins,” being divided into the man who was and the man who is. In our Association there are no second terms. In spite of Mr. Shoemaker’s best effort he cannot have this office again. You all know that Mr. Shoemaker is a retir-

ing man—retiring by nature and by force of circumstances. This Association usually takes a man from the ranks, places him in the lime light, lets him scintillate for a little year, and then gently, but firmly, drops him back:—

“A rocket lights the midnight sky—
 How bright it is, the people cry;
 Yet, when its brilliancy is done,
 They turn, to watch another one,
 Nor care they where the stick may fall,
 The light amuses them, that's all;
 Heartless! perhaps it was no star,
 But how like rockets some men are.”
 (Applause.)

“OUR ASSOCIATION, PAST AND PRESENT”

RESPONSE BY RETIRING PRESIDENT CLAYTON F. SHOEMAKER.

MR. SHOEMAKER: Mr. Toastmaster and Gentlemen—There are some things that are hard to bear. It is hard for an humble merchant, untrained in oratorical skill, to be obliged, perforce, to follow a distinguished speaker, such as the one who has just preceded me; a man who has filled, successfully and successively, the positions of Representative, Senator, jurist and Governor of his Commonwealth. (Applause.) All this is hard enough to bear, but when in addition to this handicap I find my idea of geography entirely dislocated, when I find that the distinguished toastmaster and my distinguished predecessor do not know what state he is at—then I must confess that my feelings are too sad for expression. Personally, I at this time have

no idea of what state I am in, but if I were allowed to make a guess I should say that the hospitality of this beautiful and magnificent city has been such that within twenty-four hours after their arrival a large number of our members found themselves in a state of blissful unconsciousness. (Applause.)

I once heard a distinguished divine say that he always preferred not to be advised beforehand when he was to be asked to speak—he wished to know it only a few minutes before the time. In the first case, he always had a long list of anxieties, and after the speech was over most enduring feelings of remorse. Following this idea, I was very careful not to inquire before my arrival here if I was to be called on at the banquet, so that I have not had the feelings of anxiety, and will only have those of remorse; and, furthermore, when my few remarks shall have been finished I will regret that the very best of the things which I intended to say will have been left unsaid. The task of the retiring President has always seemed to me a hard one, because he is required to make his Presidential address, and then he is required to bring forth his best efforts to address those at the banquet; and yet I really feel that your consideration for me has been so great that no task which you could impose on me would be considered onerous. You must remember that I have been your President for fourteen months. Most of my predecessors have been obliged to content themselves with a period of only one year, and some with a less period of time.

As I sat here tonight, bemoaning the fate which deprived me of the ability to enjoy my dinner, I fell

to wondering over the origin of after-dinner speeches, and I have come to the conclusion that the first instance on record is where Adam made a few remarks to Eve on the impropriety of having apples for dessert at their first state dinner. Coming down through the pages of biblical history we are told that when Daniel was cast into the den of lions his first feeling was one of sorrow, that is, sorrow for the lions, because he thought to himself there was not enough of him to go around. But presently a smile of angelic sweetness spread over his countenance and he said to himself: "Well, at least, when the time comes for after-dinner speeches I shall not be called upon." The ancient Romans were past grandmasters in the art of dinner giving. It was their custom on such occasions to lie around the room. It is in that respect that their custom differed from ours. Our after-dinner speakers stand while they lie. Speaking of the ancient Romans, it has always seemed to me that they had at least one custom which might be properly introduced in modern times. You will remember that they used to have great gladiatorial contests in which the spectators sat around the arena in thousands, and when one of the contestants had mastered the other, he held up his hand to ask of the audience whether mercy should be held out to the defeated one; in other words, whether his life should be spared. The method of signifying the decision in the matter was by the use of the thumb—the upturned thumb was a sign of mercy; the downturned thumb indicated a denial of mercy. It has seemed to me it would be a good thing if after-dinner speakers generally would be obliged to submit

to a verdict of that sort. I do not mean to imply that I am inviting a test of this kind; but if any of the oratorical gladiators who follow me pause in the midst of their speeches and see this sign given they will know what it means.

It seems to me that if ever there was any one time in the history of the world when a man ought to be glad to have the opportunity to speak, this is the time. There never has been a time before when the man who had a message to give had it received so kindly. (Applause.) I am sure that no American can fail to contemplate with pride the advanced position of his country in the esteem and regard of the other nations of the world. The change which has taken place in the last twenty-five years I attribute largely to the straightforward character of American diplomacy. We have always had something to say and we have said it in such a way that when the nations of the world heard it they knew what we meant. (Applause.) It will be remembered that the celebrated French diplomat Talleyrand uttered the epigram which is so often quoted, that language was invented to conceal men's thoughts, and not to reveal them. It is of interest to us to remember that Talleyrand was the Secretary of State to Napoleon at the time the Louisiana purchase was made. But the customs of those days have passed, and when a man speaks today he is expected to say something that people will be glad to hear, and so it is in the matter of doing things. The world takes off its hat today to the man who can do something. Whether it is that the swiftness with which the telegraph carries the news of the world to the doors of

each of its inhabitants; whether it is that we are getting nearer and nearer to each other in our appreciation of the mainsprings of human nature, certain it is that there never was a time in the history of the world when action is at such a premium as it is today. I read a story some time since that will illustrate this thought, and which seems to me as worthy of being mentioned here. The incident occurred in a mining camp, full of rough miners. In that camp there was only one mother and one child, a flaxen-haired girl. One day the sort of incident which we see so frequently pictured in books and which we occasionally read of in real life occurred. The child wandered on the railroad track, a locomotive came along, and one of the sturdy miners saved the child, but lost his own life. These rough miners realized the character of his act to just as great a degree as the highest citizen in the land could have done, and as they buried his mangled remains they scrawled on a rough board which constituted his headstone the words: "He done his damndest; angels could do no more."

Now, when you ask me about our Association and its past, I will tell you that this National Wholesale Druggists' Association has achieved its present position because it always had something to say and has been able to do things. I am satisfied that without those conditions we should never have been able to reach our present importance. I do not believe that many of our members have a proper idea of what our position really is. I have often been approached by members of other national associations who have asked me to give them information in regard to the

character of our work and have likewise expressed their admiration for the work which we have done. In the outside world this Association is regarded as not only the oldest, but likewise the strongest. This work has been made possible because it is in accordance with the present spirit of the age. It is an example of the old adage that "In union there is strength," and that is no empty string of words. In ancient times primeval man knew that he stood for himself alone, that his hand was against every other creature, and that the force of every other creature was against him. As we have come down through the ages this spirit has gradually been changed and now, I am glad to say, and I deeply feel it, the spirit of co-operation is the most potent force in our civilization, and the feeling of interdependence is now absolutely necessary to our existence. But there is one more force which has led to our present position. It is that, in all our dealings with the co-ordinate branches of the trade, we have always toted fair. In other words, wherever and whenever the standard of the National Wholesale Druggists' Association has been raised it has always stood for justice, equity and fair play, and this, I trust, may always be its significance. (Great applause.)

TOASTMASTER ELIEL: There are a great many men of eminence and ability who have their eye on the Presidential chair, and I want to call your attention to what Mr. Peter has on it. (Laughter.) Gentlemen, the next speaker is the man who is. Should you ask me whence he came, my sole reply would be:

"He comes from Old Kentucky,
 From the State of Jubilee;
 That grand old State where the corn
 Is full of kernels
 And the Colonels full of corn!"

Speaking of States, did you ever know the difference between Massachusetts and Kentucky? The chief product of the State of Massachusetts is boots and shoes; that of Kentucky is shoots and booze. Our President is not as tall as some men who have occupied the position, but he measures up to Abe Lincoln's requirements, in that his legs are long enough to reach the ground. This Association has had many able and one brilliant President, and Mr. Peter is a worthy successor to the line of past Presidents. I want you to drink to the health of our latest and greatest President, Mr. M. Cary Peter, of Louisville, Ky. (The toast was drunk and Mr. Peter was greeted with much applause.)

"OUR ASSOCIATION'S FUTURE"

RESPONSE BY PRESIDENT-ELECT M. CARY PETER.

MR. PETER: Mr. Toastmaster and Gentlemen—One of the principal rules which govern the conduct of every loyal Kentuckian is never to shoot a man again who is already half-shot. The only other brilliant President you ever had escaped. The future, before which hangs a pall, is the subject to which I must address myself. I will, as my predecessor has done, fall back upon the Scripture for a text: "Young men shall see visions and the old men shall dream dreams."

One of the most beautiful visions that have ever passed across my view was when the gentleman from the Far North, at the source of the longest river in the world, locates himself at its mouth, a thousand miles away, taking the Governor of this State for the chief executive of Minnesota. He says this is "my country," and it makes no difference. Gentlemen, as a damn-fool Democrat who voted the Republican ticket and was sorry when he won (great applause), I want to claim him as a brother American. Standing upon the rich and alluvial soil of Louisiana, we cry for a strong navy and a united nation. What constitutes the power of this Association? Not the American Drug Company, not the American Drug Trust, but association, fellowship, personal acquaintance, personal affection and genuine personal regard. What constitutes our present strength? Not signed papers. What is right we will do as one man, without any indentures. That makes us great. Our past has been such that it is worthy to be emulated in the present.

I do not want to make a speech. The gentleman on my left just said to me: "Please hurry up and get through your speech; the wine is dying out of me." (Laughter.) I shall not begin to make a speech. I hope that in the future we shall reach a time when every session of our Association shall be a social session; when no irksome cares of business shall engage the attention of even a small minority of our members; when the whole week shall be spent in carriage drives, dinners and suppers. I like that; I am good at that business. On occasions like this I am one of you, but when it comes to giving advice as to the conduct of

the business affairs of the Association, I am at a loss. I have wondered why I have been put in the position to watch over the destinies of our Association. I hope the Association will keep right on doing the good work which it has done in the past. Let every man, when we meet, be able to look his neighbor in the eye and shake him by the hand and say: "Friend, I have done you no wrong; your interests are my interests; your interests are as safe in my keeping as in your own." When we pursue that course, we can follow the advice of our best and greatest and most lamented of poets, when he says:

"Trust no future, howe'er pleasant,
Let the dead past bury its dead,
Act—act in the living present,
Heart within, and God o'er head.

Lives of great men all remind us
We can make our lives sublime,
And, departing, leave behind us
Footprints on the sands of time;

Footprints that perhaps another,
Sailing o'er life's solemn main,
A forlorn and shipwrecked brother,
Seeing, shall take heart again. •

Let us, then, be up and doing,
With a heart for any fate;
Still achieving, still pursuing,
Learn to labor and to wait."

(Great applause.)

Chorus by the Negro singers: "My Old Kentucky Home."

TOASTMASTER ELIEL: The next toast is too beautiful to lend itself to any pleasantry. I am a little embarrassed, because while I do not hesitate among my friends to hand a man one on occasion, this gentleman is somewhat of a stranger to me. I am told that he is a very prominent and dignified attorney in this city. I will only just remark that I read a story of a gentleman who stepped in to call upon a personal friend, a police magistrate, just about the time he was starting in with his usual morning batch, and said: "Judge, it's a pretty hard bunch this morning, isn't it?" The judge looked up at him and said: "I don't know; those are not the prisoners; those are the attorneys." (Laughter.)

Gentlemen, "The Southland of Today" will be responded to by Mr. Charles Payne Fenner, of the Crescent City. (Applause.)

"THE SOUTHLAND OF TODAY"

RESPONSE BY MR. CHARLES PAYNE FENNER.

MR. FENNER: Mr. Chairman and Gentlemen—I want to say right now that I never suggested to my friend Mr. Peter that the wine was getting cold in me or that I was ambitious to start this speech. The truth of the matter is that, judging from the conversation with which Mr. Peter regaled me here during the course of this dinner, I was pretty sure that he would take up the rest of the time at our disposal this evening, and I would not have to make any speech at all. The fact is, gentlemen, that I did not fully real-

ize, two or three weeks ago, when the Chairman of your Committee on Arrangements asked me to be present at this banquet to respond to a toast, the full extent of the responsibility which I was assuming as I do at this moment, and as I have for the last hour and a half. The truth is that in this matter of after-dinner speaking distance seems to lend enchantment to the view. Down a vista of three or four weeks it looks like a simple matter; but when the time of performance approaches, the task begins to assume its true proportions, and, I assure you, those of you who may not have had the experience, that these proportions are pretty serious. To carry about with you for several hours before the time of performance the consciousness that you are going to be called upon, that you will be certain to be called upon at an appointed time and a certain place, to be amusing to a mixed company of some two or three hundred men, speaking upon no particular subject at all, because the subject is only announced to you a short time before you are called on to speak, is a pretty serious business.

Now, gentlemen, I want to tell you a few things about this after-dinner speaking. There are two things absolutely essential to a successful after-dinner speech. One is thorough and complete preparation, and the other is that you should so conduct yourself as to give not the slightest suspicion that you have been guilty of making any preparation whatever. I cannot possibly succeed tonight, however, because I do not come up to the first requirement. I do not come prepared to make a speech, but I appeal to these other gentlemen who have preceded me this evening to say to you,

as they can if they will, with what expense of nervous force they acquired that facility of speech which has so charmed you all this evening.

Permit me, as one of the laymen in this gathering of craftsmen, to join Governor Blanchard in expressing to all of you gentlemen who are our guests this evening, the guests of the city of New Orleans, the great pleasure which I am sure all of the citizens of New Orleans feel in having you with us this evening; in having the city of New Orleans, aptly described by Judge Blanchard as the Queen City of the South, as the place of holding this convention of representative business men from all parts of the United States. Permit me further to say that it seems to me that this custom of holding a convention every year in the different sections of the country, which is becoming so general in the various branches of commercial activity in the United States, is a very good custom. That it is a good thing for the particular trade or profession which is represented goes without saying; that it is a good thing for the city in which the convention is held, equally goes without saying; but, gentlemen, is it not a good thing in a broader and better sense? When we come to measure the resultant benefit, is not there something else in it than a mere trade or professional advantage? Is there not some benefit and advantage which results from this sort of a convention in which all American citizens, whatever may be their trade or profession, participate? It seems to me that it is so.

In this great country of ours, with its manifold climates, and its varying conditions of life, there is an

ever-present danger of misunderstanding between the various sections of the country, due to ignorance of local conditions and surroundings. It is the part of the demagogue to foster and play upon the prejudices which result from these misunderstandings (applause), but I think you will agree with me that if this great country of ours is to achieve the destiny which was intended by the fathers, it must be through a doing away with all of this sectional misunderstanding and the bringing about of a unity between all of the sections of this country, which will enable the conservative men of the North and South, of the East and West, to get together independently of all sectional prejudices and to steer the public policy of this country safely between the Scylla of Plutocracy on the one hand and the Charybdis of Socialism on the other. I think we have reached the time when all the thinking people, the conservative people of the North and the South, the East and the West, can look at the public questions which confront this people without any regard to the section from which they come, without any regard to the prejudices which are engendered, and which have been engendered in the public mind, by reason, as I say, of misunderstanding with regard to local conditions. When that time is reached, I say that the future of this country will be safe. (Applause.)

It is because I believe that such conventions as this, bringing together representative business men, from all sections of this great country of ours, tend to accomplish this end; it is because of this belief that I say that this convention system, which has been estab-

lished among business men, is a good thing—a thing that will redound to the glory and prosperity of our great country. (Applause.)

TOASTMASTER ELIEL: I intended until the last moment to save you the infliction of the next speech. But it was pointed out to me that if Mr. Kline did not get an opportunity to talk, something would creep in that was not legal and it would make us trouble hereafter. I saw a little squib in the paper the other day, stating that advertising would not grow hair, but it would sell a lot of goods that would not do it, either. I do not like to get off any old chestnut about Philadelphia being slow. To me it is not slow; it is only just technical. (Laughter.) I want to illustrate that by something I saw the other day that struck me as being funny, but possibly the rest of you will not look at in that way. There was a great fire in Philadelphia, and two men were in a burning building. The firemen were talking about it, and one of the firemen said that one of the men was still there. He was asked how that was, and he replied that the men were playing chess and the man said that it was not his move. (Laughter.) Gentlemen, our next toast is "Our Commerce and Industries," to be responded to by the celebrated statistician, Mr. Mahlon N. Kline, of Philadelphia. (Applause.)

"OUR COMMERCE AND INDUSTRIES"

RESPONSE BY MR. MAHLON N. KLINE.

MR. KLINE: Mr. Toastmaster and Gentlemen—Before beginning my speech, there will be one or two moments allowed to those gentlemen who do not care to listen to dry statistics to retire, provided they will agree to return in time for Cook's speech, which I have had the privilege of looking over while I have been sitting here, and which I assure you will be a good one. However, I will promise those who remain that I will be short, though probably inaccurate, in my statements. I am reminded of an occasion a few years ago, when I attended a function at which a friend of mine, who was proverbially long-winded in his speeches, was told a story, which I will relate at the beginning of my speech, at the risk of its being a chestnut to one or two gentlemen who heard it. A Dutchman went to buy a clock, and when he got into the shop they showed him all kinds of clocks, and finally his attention was called to one which the salesman said would run eight days without winding. The Dutchman was surprised, and said: "What, runs eight days widoud winding? If it runs eight days widoud winding, how long will it run if you wind it up?" I want to assure you that I am not wound up.

This is a very large subject which has been assigned to me. It frightened me yesterday when Mr. Cook sent me the advance proof, but Brother Eliel, in his very encouraging way, said to me: "We just want you to make a few desultory remarks." When I got

the advance program and saw that I was put down to speak to the toast, "Our Commerce and Industries," I was half scared to death. But Providence has always been kind to me. It was but a few moments after I received the program that Mr. Potts got up and read a paper which was intended to be the report of the Committee on Paints, Oil and Glass, but it really contained the statistics which I needed for my paper; but, on the whole, as the statistics will appear in the published proceedings, I think I will not read them.

After retiring last evening I thought of the subject again and I felt inclined to lay the emphasis on the word OUR commerce and industries, and, recollecting that I perhaps knew something about that, I decided to speak on that phase of the subject. Accordingly I went about preparing the statistics this morning. I first met our good friend, Mr. Good—good in name and good in deed—and I said to him: "How many Carter's Little Liver Pills do you sell in a year?" He looked about and got some of his friends to help him—he has his attorney with him and two or three of his assistants—and this afternoon he handed me the following figures: 795,782,684,212 pellets. Now I know that it is difficult to grasp the meaning of these figures, so I am going to illustrate them. Place the pellets, one after another, closely together, commencing in the remotest eastern end of Maine, and they will stretch to San Francisco, and then come back by the Southern Pacific to New Orleans, and you will have enough left for every retail druggist in the country to put up some that are "just as good." Then Mr.

Camp came. I said: "How about Castoria?" He said: "Yes, that's where I live; what about it?" I asked him how many bottles they sold a year. He told me, but I know you do not want to have the figures, so I will illustrate that. I figured from what he told me that they sell about as many bottles as there are words in the Bible, Old and New Testaments, and it has been stated—Mr. Camp has gone home, so I may say it safely—that as many babies have been sent to Heaven by the one as by the other. As to the little things that are digested by the woman lying in a hammock, while you and I are sleeping, the question is how many of these are sold. Mr. Wooten could tell us, because the National Association of Retail Druggists gets a percentage on all of them; I am satisfied of that. These figures are not worth much, but they are worth considering, in view of the enormous consumption.

Well, something might be said about the serial numbering plan, because that is commerce, and I can assure you the wholesale druggists know that it requires industry. Before Mr. Schumacher left this morning, I asked him to give me a few figures as to Peruna, but he was not very anxious about it. He said that they did not publish the formula, nor did they give their business secrets away. I asked him: "How large is your factory?" He said: "You know about Columbus; well, about half of it is devoted to the manufacture of Peruna." I asked him how about the serial numbering plan. He said that the trouble about the serial numbering plan is that all the serial numbers the United States affords have been used by the Miles

people, but that he had succeeded at last in securing a supply from abroad, which would last a month or two, and by that time the druggists would know whether they cared to continue the plan. I wanted to get some suggestions about phenacetin from my friend, Dr. Schweitzer. The only thing he would tell me was that if everybody who wanted phenacetin got all they wanted the factories could not supply the demand, and so they had to put the price up to the utmost limit to prevent such inundation of orders that it would be impossible for them to fill them. I hope that our friends who have been cavilling at and criticising the high price of phenacetin will be satisfied with that explanation.

When I was in St. Louis the other day I noticed a show on the Pike which was called "The Statistician," and I was told there that there was a baby born every second in the day all the year round. I sat down and figured that out, and it made 31,536,000 babies a year; that is not commerce or industry—it just comes naturally. (Laughter.) I mention these figures to illustrate why it requires two or three prominent baby foods and a Japanese-Russian war to get rid of the surplus population.

Now, just a word, before I sit down, about this matter of denaturized alcohol. That is an industry, or will be. I made a report in the convention in favor of supporting the bill. Last night I was beguiled by some of my friends to try one of the celebrated New Orleans gin fizzes. I made up my mind that if the wood alcohol or the denaturized grain alcohol, which is to be used, could as successfully be hidden as was

the gin in the gin fizz, the bill was a mistake, so that we had better drop that.

I agreed with the toastmaster that I would make a few desultory remarks, occupying but a few moments, and I would only say, in closing, in rendering your verdict at the close of the show, I will be much obliged if you will vote me one of those medals. (Applause.)

TOASTMASTER ELIEL: Gentlemen, we come now by natural progression to our last toast, as I regret to state that the Mayor of the city, the Hon. Paul Capdevielle, who was to have responded to the toast, "Old Glory," is not able to be with us this evening. He is out of the city. The next toast is, "The Ladies," and I will ask you to drink it. (The toast was drunk.)

It was my intention to say a great many beautiful things about the ladies, but I cannot do it without the inspiration of their presence. I will only say this—and I know that it will appeal to all of you; at least to most of you: I am told that all married men can be divided into two classes; first, those who are ruled by their wives, and, second, those who think they are not. (Laughter.) Gentlemen, it is an old saying that "too many cooks spoil the broth", but if all cooks were like the Cook I have in mind at this minute, that saying would not have originated. I have pleasure in introducing Mr. Thomas P. Cook, of New York, who will respond to the toast, "The Ladies." (Applause.)

"THE LADIES"

RESPONSE BY MR. THOMAS P. COOK.

MR. COOK: Mr. Toastmaster and Gentlemen—I had hoped that some gifted orator, with words and voice both rich and rare, would have been chosen to respond to this inspiring toast; but as the pleasant duty falls to me I shall, with my limited vocabulary, endeavor to pay a simple tribute to those who have so charmingly graced this occasion with their presence, as well as to their less fortunate sisters who have been for any reason deprived of the pleasure of attending this delightful meeting where once again Louisiana's sons and daughters have vied with one another in dispensing lavish entertainment and genuine hospitality. (Applause.)

Woman's mission is a striking illustration of the truth that happiness consists in doing the work for which we are naturally fitted. Their mission is always the same; it is summed up in one word—love. It is the only work in which there can never be too many workers; it grows by co-operation; it has nothing to fear from competition.

With the devotion and veneration of glad hearts, we are here tonight to do homage to beautiful woman, the charm of whose delicate grace and subtle fascination we all confess and, while we may fail to catch or describe that indefinable something with which sex endows woman or discover the secret which sages have long sought to solve, yet we may tonight bask in the light of her smiles and draw an inspiration for better work and better deeds. (Applause.)

It is said of the Romans that they commanded all nations but obeyed their wives. How far this obtains in the twentieth century I will not attempt to affirm, but the truth remains, I am sure, that, "Disguise our bondage as we will, 'tis woman, woman rules us still."

And the reason for this is not hard to find; the rational man must ever be conscious of that keen intuition which is woman's and only hers. This, coupled with love and honesty of purpose, will always make her a dominant factor in the progress of civilization, and, whether her lot be a happy one, with contentment and good fortune, or be it all negation and despair with the heart twitched by the finger of tragedy till the fount of tears is opened, she will always be found steadfast and true; and the wives and mothers and sisters and sweethearts here tonight will, I know, breathe a fervent amen to the sentiment of these lines:

"No, the heart that has truly loved never forgets,
But as truly loves on to the close,
As the sunflower turns on her god when he sets,
The same look which she turned when he rose."

(Applause.)

TOASTMASTER ELIEL: Gentlemen, this finishes our program. I want to thank you for the courtesy with which you have listened to the speakers. I want to thank those gentlemen, especially the local speakers, for what they have done to grace this entertainment, and I particularly want to thank our Southern friends for the hearty welcome they have given us on this occasion, the memory of which we will carry home with us and ever cherish. I bid you good-night. (Applause.)

THE ENTERTAINMENT

The program of entertainment provided for the Association by the local Committee was in keeping with the proverbial Southern hospitality for which New Orleans has always been especially celebrated. The week was full of delightful experiences for the visitors, each day having some new pleasure in store for them.

On Monday morning, November 14th, trolley cars took a large party to Audubon Park, where the old Horticultural Hall (remaining from the Cotton Exposition of 1884) was visited. In this hall the visitors had an opportunity of seeing many specimens of rare and beautiful tropical and semi-tropical plants.

In the afternoon, from 4 to 6, a tea was given to the visiting ladies in the Palm Garden of the St. Charles Hotel. The large room was beautifully decorated and an orchestra rendered sweet music. Refreshments were served from a table beneath a large bower of palms. This was a brilliant function, and under the guidance of the Ladies' Committee, the visitors met and were entertained by the social elite of the famous old Southern city.

At 8 o'clock in the evening a "smoker" was given to the gentlemen at the Young Men's Gymnastic Club. There were a number of very interesting wrestling and boxing bouts, and several of the players from the local theaters gave bits of specialty acts. These features, with the generous flow of refreshments, both liquid and solid, and the exhalation of the fragrant "weed," rendered the evening most enjoyable to all the participants.

On Tuesday trolley cars took the ladies on a "seeing New Orleans" trip. Various places were visited, including the old French quarter, the French market, City Park, and the United States Mint. A stop was made at the Country Club, where refreshments were served, and later on another stop was made at the Southern Yacht Club.

In the evening a reception was tendered to President and Mrs. Shoemaker in the Palm Garden of the St. Charles. The annual reception to the President of the Association has become one of, if not the most important social event of the annual meetings, and the one tendered to President and Mrs. Shoemaker was not lacking in this respect. The Palm Garden was handsomely decorated with flags and flowers, and the receiving party stood in line under the drooping ferns, delightful music being furnished by an orchestra. President and Mrs. Shoemaker and Miss Shoemaker were assisted in receiving by ex-President and Mrs. Charles F. Weller, ex-President and Mrs. W. A. Hover, ex-President and Mrs. W. J. Walding and Miss Walding, and ex-President Daniel R. Noyes. After the reception, dancing was indulged in until the wee small hours of the morning.

On Wednesday "a jaunt through French Town" was provided for the entertainment of the ladies, and the committee in charge said of it that no part of the town was missed. Perhaps the feature that was most enjoyed was the visit to St. Peter's Cathedral, erected in 1718. After leaving the cathedral, the Cabildo, the Spanish government building in which the various

transfers of the Louisiana Territory were made, was visited.

In the evening there was a theater party at the Tulane Theater, where the "Silver Slipper" was presented. The boxes were decorated with American flags specially for the occasion, and a special program, on the cover of which was reproduced the pin given as a souvenir by the local Committee to the members of the Association and the ladies, was prepared for the occasion.

On Thursday carriages left the St. Charles at 2 p. m., and took the entire convention around the city. The parks, the cemeteries, the boulevards, indeed every place of interest in the city was covered. In the evening the ladies enjoyed themselves at cards and the gentlemen at the banquet. Handsome prizes were provided for the ladies and they were eagerly contested for. The banquet, which was a great success, is fully reported in another part of the book.

At 10:30 a. m. Friday, the entire party of ladies and gentlemen left on the immense river steamer "Corwin H. Spencer" for an excursion up the Mississippi to the Ellington sugar plantation, where the process of making sugar was explained. All were deeply interested in what they saw at the refinery, and nearly every one carried away a stalk of sugar cane as a souvenir. On the trip up the river a typical Louisiana luncheon was served, as per the following menu:

LUNCHEON ON STEAMER "CORWIN H. SPENCER"

Oyster Cocktail		
Creole Gumbo a la New Orleans		
Chicken Pate'		
Celery	Olives	Radishes
Broiled Young Chicken and Green Peas		
(Louisiana Style)		
Salad Chiffonade		
Ice Cream		Cakes
	Fruits	
Brie Cheese		Crackers
Demi Tasse		

On the return trip a negro quartette sang a number of plantation melodies, and when the orchestra struck up a two-step, dancing commenced and continued until the boat reached the wharf.

The day was an ideal one and the entire party thoroughly enjoyed the trip on the majestic "Father of Waters."

Friday evening was devoted to the installation of officers, a report of which is printed elsewhere in the book.

Saturday was left open for the arrangement of individual trips to Gulf Coast Points, Chalmette Battle Grounds, Old Spanish Fort, etc., according to the wishes of the visitors. The members of the Committee were assiduous in extending every facility to those who desired to make such trips.

The courtesies of all the New Orleans Clubs were extended by the Committee to the gentlemen of the convention during their stay in the city.

Clear and balmy weather prevailed throughout the entire week, and all the visitors left New Orleans with the most delightful recollections of the extremely hospitable entertainment which was so generously provided for them.

The Committee, which deserved and received the grateful thanks of the Association for their untiring efforts in behalf of the visitors, consisted of the following gentlemen:

COMMITTEE ON ARRANGEMENTS AND ENTERTAINMENT

Arthur D. Parker, Chairman.....	New Orleans
S. P. Nickells, Secretary.....	New Orleans
F. A. Dicks.....	New Orleans
Lucien E. Lyons.....	New Orleans
John A. Wellington.....	New Orleans
John C. Robinson.....	New Orleans
H. B. Howell.....	New Orleans
S. G. Steiner.....	New Orleans
Lee Wiltsee.....	New Orleans
W. A. Caperton.....	New Orleans
J. C. Perine.....	New Orleans
S. C. Dobbs.....	Atlanta
H. F. Baker.....	Baltimore
Yancey Bartholow.....	Dallas
P. P. Van Vleet.....	Memphis
D. D. Philips.....	Nashville
R. T. Gibbs.....	Shreveport
Bradford Hardie.....	Montgomery
Milton H. Hickox.....	Dallas
Clarence G. Stone.....	New York
Harry H. Good.....	New York
E. W. Grove.....	St. Louis
J. A. Patten.....	Chattanooga
C. A. Rucker.....	Atlanta
Chas. F. Cutler.....	Boston
William P. Redington.....	San Francisco
Edgar D. Taylor.....	Richmond
Frank A. Faxon.....	Kansas City
Thomas P. Cook.....	New York
J. E. Toms.....	Indianapolis

The general Committee was divided into a number of sub-committees, each of which looked with painstaking care after the details of the various events placed under their charge, and in this work they were ably assisted by other gentlemen connected with the drug trade in New Orleans and elsewhere.

Particular attention was paid to the ladies of the convention by the Ladies' Committee, whose graceful courtesies and charming hospitality added so much to the pleasure of the guests. The Committee was composed of the following ladies:

LADIES' COMMITTEE

Mrs. J. C. Lyons, Chairman.....	New Orleans
Mrs. A. D. Parker.....	New Orleans
Mrs. Lucien E. Lyons.....	New Orleans
Mrs. C. B. Fisher.....	New Orleans
Mrs. Geo. Mathews.....	New Orleans
Mrs. L. H. Jurey.....	New Orleans
Mrs. W. Percy Brown.....	New Orleans
Miss Louise McGehee.....	New Orleans
Miss Ethel McGehee.....	New Orleans
Miss Marion Brown.....	New Orleans
Miss Adele Ford.....	New Orleans
Miss Celeste Eshleemann.....	New Orleans
Mrs. C. F. Shoemaker.....	Philadelphia
Mrs. John N. Carey.....	Indianapolis
Mrs. William Scott.....	Indianapolis
Mrs. E. D. Taylor.....	Richmond
Mrs. Chas. A. West.....	Boston

The first meeting of the Association in the far South will linger in the minds of all who were fortunate enough to be present as one of the most delightful in the history of the organization.

ROSTER OF ATTENDANCE

GENTLEMEN

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- Baker, H. F., Thomsen Chemical Co., Baltimore.
Ball, Godfrey H., James P. Smith & Co., Chicago.
Ballard, James F., Ballard's Snow Liniment Co., St. Louis.
Bartlett, James E., Parke, Davis & Co., Chicago.
Barton, Chas. P., Robinson-Pettet Co., Louisville.
Bateman A., C. F. Boehringer & Soehne, New York.
Bauer, G. T., Bauer & Black, Chicago.
Beardsley, A. H., Dr. Miles Medical Co., Elkhart, Ind.
Behrens, H., Behrens Drug Co., Waco, Texas.
Bell, Arthur, Dodge & Olcott, New York.
Bell, Frank M., Armour & Co., Chicago.
Besett, Geo. M., Wells & Richardson Co., Burlington, Vt.
Bethea, O. W., Hopkins & Bethea, Meridian, Miss.
Betts, W. R., I. L. Lyons & Co., New Orleans.
Biebinger, O. L., Mallinckrodt Chemical Works, St. Louis.
Bindschadler, Ed., J. S. Merrell Drug Co., St. Louis.
Bird, John H., Carter Medicine Co., New York.
Black, Franklin, Chas. Pfizer & Co., New York.
Blanding, Wm. O., Blanding & Blanding, Providence, R. I.
Blanding, Richard W., Blanding & Blanding, Providence, R. I.
Bodebender, Wm., Fritzsche Bros., New York.
Breslin, M. T., Delegate N. A. R. D., New Orleans.
Brown, O. A., O. A. Brown Co., Kansas City.
Brown, P. H., Parker-Blake Co., New Orleans.
Brown, W. C., Orr, Brown & Price, Columbus, Ohio.
Brunswig, L. N., F. W. Braun Co., Los Angeles.
Buehler, Edw. H., Fairchild Bros. & Foster, Chicago.
Burgess, Jno. A., Charleston Drug Mfg. Co., Charleston, S. C.
- Camp, Chas. H., The Centaur Company, New York.
Caperton, W. A., Eli Lilly & Co., New Orleans.
Carey, John N., Daniel Stewart Co., Indianapolis.

Carragan, S. H., Parke, Davis & Co., New York.
 Carter, Fred L., Carter, Carter & Meigs, Boston.
 Cavanaugh, A. J., Randolph Paper Box Co., Richmond, Va.
 Collier, Barron G., Carter Medicine Co., New York.
 Conner, W. A., Eli Lilly & Co., Indianapolis.
 Cook, Chas., Cook, Everett & Pennell, Portland, Me.
 Cook, Thos. P., N. Y. Quinine and Chemical Works, New York.
 Cook, Wm. G., N. Y. Quinine and Chemical Works, New York.
 Cox, J. H., The Tilden Co., New Lebanon, N. Y.
 Crossman, T. E., Official Stenographer, New York.
 Curtius, Thos. M., New York.
 Cutler, Chas. F., Eastern Drug Co., Boston.

Dancy, Chas. E., "Pharmaceutical Era," New York.
 Davis, James E., Michigan Drug Co., Detroit.
 Dent, W. F., Alabama Pharmaceutical Association, Montgomery.
 Dewoody, W. L., W. L. Dewoody & Co., Pine Bluff, Ark.
 Dicks, C. B., Finlay, Dicks & Co., New Orleans.
 Dicks, F. A., Finlay, Dicks & Co., New Orleans.
 Dirker, W. S., American Can Co., New Orleans.
 Dobbs, Sam'l C., Coca-Cola Co., Atlanta.
 Dohmen, Henry, F. Dohmen Co., Milwaukee.
 Doster, J. T., Doster-Northington Drug Co., Birmingham, Ala.
 Durr, Jno. W., Jr., Gay, Hardie & Durr, Montgomery, Ala.

Eichold, Sam'l, Mobile Drug Co., Mobile, Ala.
 Eliel, J. C., Lyman-Eliel Drug Co., Minneapolis.
 Estorge, Ed. L., Estorge Drug Co., New Iberia, La.
 Evans, A. H., Evans Chemical Co., Cincinnati.
 Evans, Henry W., Evans-Smith Drug Co., Kansas City.

Fairchild, H. B., Hazeltine & Perkins Drug Co., Grand Rapids.
 Fairchild, Sam'l W., Fairchild Bros. & Foster, New York.
 Fellows, Allen R., Searle & Hereth Co., Chicago.
 Fish, Chas. A., Carter Medicine Co., New York.
 Fox, Clarence W., Fox, Fultz & Co., Boston.
 Fulle, Chas. A., Truslow & Fulle, Jersey City.
 Fuller, Geo. A., Ed. Pinaud, New York.

Gallagher, J. A., Faxon, Horton & Gallagher, Kansas City.
Gauss, Frank L. E., Searle & Hereth Co., Chicago.
Geer, A. J., Geer Drug Co., Charleston, S. C.
Gerity, W. S., Gerity Bros., Elmira, N. Y.
Godbold, F. C., Delegate A. Ph. A., New Orleans.
Good, Brent, Carter Medicine Co., New York.
Grace, W. R., E. N. Rowell Co., Batavia, N. Y.

Hamann, W. A., Roessler & Hasslacher Chem. Co., New York.
Hawkes, A. W., General Chemical Co., Chicago.
Henry, F. S., Williams Mfg. Co., Cleveland.
Hickox, Milton H., Mallinckrodt Chemical Works, Dallas, Tex.
Hillier, Geo. R., R. Hillier's Son Co., New York.
Himrod, Fred E., Himrod Mfg. Co., New Orleans.
Hirsch, Mr., May Drug Co., New Orleans.
Hodge, E. J., Natchez Drug Co., Natchez, Miss.
Holliday, F. E., N. W. D. A., Indianapolis.
Holloway, Wm., Johnston, Holloway & Co., Philadelphia.
Hopkins, J. L., J. L. Hopkins & Co., New York.
Horlick, A. J., Horlick's Food Co., Racine, Wis.
Hover, W. A., W. A. Hover & Co., Denver.
Howell, H. B., Vermont Chemical Mfg. Co., New Orleans.
Hueston, E. J., The Goyer Co., Greenville, Miss.

Jarrett, H. T., Mallinckrodt Chemical Works, New York.
Jayne, H. W., Barrett Mfg. Co., Philadelphia.
Jennings, H. N., Gregory & Jennings Co., New York.
Jerman, Chas. A., Jerman, Pfeuger & Kuehmsted Co., Milwaukee.
Johnston, C. C., Parker-Blake Co., New Orleans.
Johnston, R. S., Merck & Co., New York.
Jones, C. S., Powers & Weightman, Philadelphia.
Jones, Simon N., Chairman Ex. Com. N. A. R. D., Louisville.

Kathrens, J. R., Pabst Brewing Co., Milwaukee.
Kearney, J. J., Stearns' Electric Paste Co., Chicago.
Kelly, Samuel R., George A. Kelly Co., Pittsburgh.
Kinnan, J. S., Walding, Kinnan & Marvin Co., Toledo.
Kirby, Frank E., Morgan Drug Co., Brooklyn.

Kirkland, Wm. R., Fairchild Bros. & Foster, New York.
Kline, M. N., Smith, Kline & French Co., Philadelphia.

Lance, P. R., Wm. R. Warner & Co., Philadelphia.
Lange, L. A., Yahr & Lange Drug Co., Milwaukee.
Lastrapes, H. A., Parker-Blake Co., New Orleans.
Lastrapes, J. Edwin, American Can Co., New Orleans.
Lattimer, Geo. W., Kauffman-Lattimer Co., Columbus, Ohio.
Legendre, J. A., Legendre Drug Co., New Orleans.
Leich, Carl, Chas. Leich & Co., Evansville, Ind.
Levi, Emil, C. F. Boehringer & Sohne, New York.
Lilly, J. K., Eli Lilly & Co., Indianapolis.
Lionberger, C. E., Aldo Sommer's Drug Co., Quincy, Ill.
Littell, Chas. S., R. W. Robinson & Son Co., New York.
Lloyd, John Uri, Lloyd Bros., Cincinnati.
Loring, Chas. A., Powers & Weightman, Philadelphia.
Loyless, W. A., Bradfield Regulator Co., Atlanta.
Lyle, H. W., Eli Lilly & Co., New Orleans.
Lynn, Chas. J., Eli Lilly & Co., New York.
Lyons, I. L., I. L. Lyons & Co., New Orleans.
Lyons, J. C., I. L. Lyons & Co., New Orleans.
Lyons, Lucien E., I. L. Lyons & Co., New Orleans.

McIlhenny, Dr. A., E. McIlhenny's Son, New Iberia, La.
McIlvaine, Herbert R., McIlvaine Bros., Philadelphia.
Mackay, Geo. S., Parke, Davis & Co., New York.
Mackie, H. C., Parker-Blake Co., New Orleans.
Main, Thos. F., The Tarrant Co., New York.
Marks, W. B., Augusta Drug Co., Augusta, Ga.
Martin, Chas. S., Spurlock-Neal Co., Nashville.
Martin, H. D., Mallinckrodt Chemical Works, St. Louis.
Mayo, Caswell A., "American Druggist," New York.
Meachen, Dr. G. H., Horlick's Food Co., Racine, Wis.
Merrell, George, Wm. S. Merrell Chem. Co., Cincinnati.
Merrell, H. S., J. S. Merrell Drug Co., St. Louis.
Meyer, Theodore F., Meyer Bros. Drug Co., St. Louis.
Michaels, C. F., Langley & Michaels Co., San Francisco.
Miller, Lawton, Chas. Pfizer & Co., New York.

Minor, G. G., Owens & Minor Drug Co., Richmond, Va.
Mooney, Wm. J., Mooney-Mueller Drug Co., Indianapolis.
Moore, Allen F., Pepsin Syrup Co., Monticello, Ill.
More, A. J., Hornick, Hess & More, Sioux City, Ia.
Morrison, A. Cressy, N. W. Ayer & Son, Philadelphia.
Morrison, James W., Morrison, Plummer & Co., Chicago.
Mulford, H. K., H. K. Mulford Co., Philadelphia.
Murray, W. J., Murray Drug Co., Columbia, S. C.

Newman, Dr. A., Chicago.
Newman, Geo. A., California Fig Syrup Co., Louisville.
Nickells, S. P., Wm. R. Warner & Co., New Orleans.
Noyes, Daniel R., Noyes Bros. & Cutler, St. Paul.

Odena, Fred M., Parke, Davis & Co., Detroit.
Ogborn, W. Howard, Cincinnati.
Owen, B. H., Owen & Moore Drug Co., Clarksville, Tenn.
Oxley, F. N., Seabury & Johnson, Chicago.

Page, Geo. S., United Zinc & Chemical Co., Kansas City.
Papin, H. E., Moffitt-West Drug Co., St. Louis.
Parchen, H. M., Parchen Drug Co., Helena, Mont.
Parker, A. D., Parker-Blake Co., New Orleans.
Parker, R. B., Parker-Blake Co., New Orleans.
Parra, J. L., L. E. Duconge & Co., New Orleans.
Parry, J. W., Merck & Co., New York.
Patten, J. A., Chattanooga Medicine Co., Chattanooga.
Peter, M. Cary, Peter-Neat-Richardson Co., Louisville.
Philips, D. D., Berry, Demoville & Co., Nashville.
Pierce, V. Mott, World's Dispensary Medical Assn., Buffalo.
Pierson, Romaine, "American Druggist," Chicago.
Pinckney, Orient C., Himrod Mfg. Co., New York.
Pope, L. L., Lawrence-Williams Co., Cleveland.
Potts, Charles E., C. E. Potts Drug Co., Wichita, Kan.
Prior, J. L., Sharp & Dohme, New York.

Race, J. H., Chattanooga.
Reid, A. M., Lamar & Rankin Drug Co., Atlanta.

- Richardson, A. G., J. Hungerford Smith Co., Rochester.
 Ritchey, W. P., Bruen, Ritchey & Co., New York.
 Robinson, J. C., Powers & Weightman, Dallas, Tex.
 Rowell, E. N., E. N. Rowell Co., Batavia, N. Y.
 Rucker, C. A., Swift Specific Co., Atlanta.
 Ruprecht, C. H., E. N. Rowell Co., Batavia, N. Y.
 Ryan, Earl, Pacific Coast Borax Co., Chicago.
- Sauvinet, C. D., Orleans Pharmaceutical Assn., New Orleans.
 Schall, Edw. J., Meyer Bros. Drug Co., St. Louis.
 Schiff, Ludwig, Western Wholesale Drug Co., Los Angeles.
 Schiff, Sol, Western Wholesale Drug Co., Los Angeles.
 Schneider, F. W., Schneider & Macy Drug Co., Troy, N. Y.
 Schnell, H. J., "Oil, Paint & Drug Reporter," New York.
 Schumacher, F. W., Peruna Drug Mfg. Co., Columbus, Ohio.
 Schweitzer, H., Farbenfabriken of Elberfeld Co., New York.
 Schweppe, W. E., American Credit Indemnity Co., St. Louis.
 Scott, J. E., Orleans Pharmaceutical Assn., New Orleans.
 Scott, Jno. M., Jno. M. Scott & Co., Charlotte, N. C.
 Shoemaker, C. F., Shoemaker & Busch, Philadelphia.
 Shoemaker, Thos. E., Robt. Shoemaker & Co., Philadelphia.
 Sinnige, H. H., Meyer Bros. Drug Co., St. Louis.
 Skillman, Harry, Parke, Davis & Co., Detroit.
 Smart, John W., Saginaw Valley Drug Co., Saginaw, Mich.
 Smith, Clarence H., Truslow & Fulle, Jersey City.
 Smith, J. G., Columbia Drug Co., Savannah.
 Smith, Walter V., Valentine H. Smith & Co., Philadelphia.
 Snow, Chas. W., C. W. Snow & Co., Syracuse.
 Snyder, Chas. H., Walter F. Ware Co., Philadelphia.
 Spratt, John C., Parke, Davis & Co., Detroit.
 Staples, E. P., Portland, Me.
 Staudinger, C. W., Anheuser-Busch Brewing Assn., St. Louis.
 Staudinger, E. C., National Lead Co., New Orleans.
 Steiner, S. G., Parke, Davis & Co., New Orleans.
 Stilwell, Arthur A., New York.
 Stone, Clarence G., Lambert Pharmacal Co., New York.
 Strong, S. E., Strong, Cobb & Co., Cleveland.
 Swift, E. G., Parke, Davis & Co., Detroit.

Taylor, E. D., Powers-Taylor Drug Co., Richmond, Va.

Terry, W. T., Sharp & Dohme, New York.

Toms, J. E., Secretary N. W. D. A., Indianapolis.

Tye, R. L., Merck & Co., New York.

Van Alen, B. T., C. F. Boehringer & Soehne, Chicago.

Van Cleve, Geo. B., Wells & Richardson Co., New York.

Van Natta, T. F., Van Natta-Lynds Drug Co., St. Joseph, Mo.

Van Vleet, P. P., Van Vleet-Mansfield Drug Co., Memphis.

Vanzant, B. T., Paris Wholesale Drug Co., Paris, Tex.

Walding, W. J., Walding, Kinnan & Marvin Co., Toledo.

Ware, Walter F., Walter F. Ware Co., Philadelphia.

Ward, Marion, Ward Bros. Drug Co., Indianapolis.

Warner, Wm. R., Jr., Wm. R. Warner & Co., Philadelphia.

Watermeyer, F. E., Fritzsche Bros., New York.

Watson, S. P., Schieffelin & Co., New York.

Weller, Chas. F., Richardson Drug Co., Omaha.

Wellington, John A., Sharp & Dohme, New Orleans.

Wells, F. R., Wells & Richardson Co., Burlington, Vt.

West, Chas. A., Eastern Drug Co., Boston.

Whiting, A. E., Grasselli Chemical Co., Cleveland.

Wiltsee, Lee, Wm. S. Merrell Chemical Co., New Orleans.

Wirth, Rudolph, E. Fougera & Co., New York.

Woodsworth, W. C., Mellier Drug Co., St. Louis.

Woodward, H. J., Allaire, Woodward & Co., Peoria, Ill.

Wooten, Thos. V., Secretary N. A. R. D., Chicago.

Wyatt, R. S., R. Hillier's Son-Co., New York.

Young, W. G., Sharp & Dohme, New Orleans.

LADIES

95

Aschenbach, Mrs. Fred, Philadelphia.

Ball, Mrs. Godfrey H., Chicago.

Beardsley, Mrs. A. H., Elkhart, Ind.

Berry, Mrs. Ella R., St. Louis.

Blanding, Mrs. Wm. O., Providence, R. I.

Blanding, Mrs. Richard W., Providence, R. I.

Brown, Mrs. W. Percy, New Orleans.

Brown, Miss Marion, New Orleans.

Buehler, Mrs. Edw. H., Chicago.

Butterick, Mrs. C. A., New York.

Caperton, Mrs. W. A., New Orleans.

Carey, Mrs. John N., Indianapolis.

Carragan, Mrs. S. H., New York.

Chapman, Mrs. Jos., Philadelphia.

Cook, Mrs. Chas., Portland, Me.

Cook, Mrs. Thos. P., New York.

Cox, Mrs. J. H., New Lebanon, N. Y.

Crossman, Mrs. T. E., New York.

Cutler, Mrs. Chas. F., Boston.

Dake, Miss Bessie, Nashville, Tenn.

Dohmen, Mrs. Henry, Milwaukee.

Eshleemann, Miss Celeste, New Orleans.

Evans, Mrs. A. H., Cincinnati.

Evans, Mrs. H. W., Kansas City.

Fairchild, Mrs. Saml. W., New York.

Fisher, Mrs. C. B., New Orleans.

Ford, Miss Adele, New Orleans.

Fox, Mrs. Clarence W., Boston.

Fuller, Mrs. Geo. A., New York.

Gallagher, Mrs. J. A., Kansas City.
Gerity, Mrs. W. S., Elmira, N. Y.

Harbaugh, Mrs. M. E., Cleveland.
Hawkes, Mrs. A. W., Chicago.
Hillier, Mrs. Geo. R., New York.
Holliday, Mrs. F. E., Indianapolis.
Holloway, Mrs. Wm., Philadelphia.
Hover, Mrs. W. A., Denver.

Jarrett, Mrs. H. T., New York.
Jayne, Mrs. H. W., Philadelphia.
Jerman, Mrs. Chas. A., Milwaukee.
Johnston, Mrs. R. S., Chicago.
Jones, Mrs. C. S., Philadelphia.
Jurey, Mrs. L. H., New Orleans.

Kathrens, Mrs. J. R., Milwaukee.
Kearney, Mrs. J. J., Chicago.
Kinnan, Mrs. J. S. Toledo.
Kirkland, Mrs. Wm. R., New York.
Kline, Mrs. M. N., Philadelphia.

Lawson, Miss Fanny, New York.
Leich, Mrs. Carl, Evansville, Ind.
Lilly, Mrs. J. K., Indianapolis.
Littell, Mrs. Chas. S., New York.
Loring, Mrs. Chas. A., Philadelphia.
Lyons, Mrs. J. C., New Orleans.
Lyons, Mrs. Lucien E., New Orleans.

McGehee, Miss Louise, New Orleans.
McGehee, Miss Ethel, New Orleans.
Mackie, Mrs. H. C., New Orleans.
Martin, Mrs. Chas. S., Nashville.
Mathews, Mrs. Geo., New Orleans.
Merrell, Miss Hattie, St. Louis.
Meyer, Mrs. Theodore F., St. Louis.
More, Mrs. A. J., Sioux City, Ia.

Newman, Mrs. A., Chicago.

Newman, Mrs. Geo. A., Louisville.

Ogborn, Mrs. W. Howard, Cincinnati.

Owen, Miss M. K., Clarksville, Tenn.

Parker, Mrs. A. D., New Orleans.

Parry, Mrs. J. W., New York.

Patten, Mrs. J. A., Chattanooga.

Peter, Mrs. M. Cary, Louisville.

Pinckney, Mrs. Orient C., New York.

Pingree, Mrs. H. S., Jr., Detroit.

Pope, Mrs. L. L., Cleveland.

Potts, Mrs. Charles E., Wichita, Kan.

Race, Mrs. J. H., Chattanooga.

Ritchey, Mrs. W. P., New York.

Ruprecht, Miss P. A., Batavia, N. Y.

Schweitzer, Mrs. H., New York.

Scott, Mrs. William, Indianapolis.

Shoemaker, Mrs. C. F., Philadelphia.

Shoemaker, Miss Janie C., Philadelphia.

Smith, Mrs. Walter V., Philadelphia.

Smith, Miss Adah, Philadelphia.

Staudinger, Mrs. C. W., St. Louis.

Stilwell, Mrs. Arthur A., New York.

Stilwell, Miss Hazel, New York.

Taylor, Mrs. E. D., Richmond, Va.

Walding, Mrs. W. J., Toledo.

Walding, Miss Florence, Toledo.

Warner, Mrs. Wm. R., Jr., Philadelphia.

Weller, Mrs. Charles F., Omaha.

Weller, Miss Agnes, Omaha.

West, Mrs. Chas. A., Boston.

Wyatt, Mrs. R. S., New York.

IN MEMORIAM

THOMAS NELSON BLAKE.....	1858-1903
MONROE WILLIAM LAUER.....	1874-1903
WILLIAM MATTHEW WARREN.....	1864-1903
ROBERT JARVIS COCHRAN WALKER.....	1838-1903
KENNEDY BROWN BAILEY.....	1840-1903
FREDERICK PABST	1836-1904
WILLIAM HENRY SCHMIDT.....	1857-1904
WILLIAM J. WALKER.....	1853-1904
GEORGE DONALD McDAID.....	1851-1904
ROBERT DUNCAN COOMBS.....	1842-1904
WILLIAM WEIGHTMAN	1813-1904
ADDIS EMMET NEAT.....	1851-1904
GEORGE FRANK KELLOGG.....	1851-1904

DECEASED MEMBERS

From Organization of the Western Wholesale Druggists' Association in 1876 to 1904.

	Elected	Died
Allen, Alfred F.....	1876	1884
Allen, Thomas H. C.....	1884	1900
Ayer, James C.....	1883	1878
Bailey, Kennedy Brown.....	1882	1903
Barker, T. B.....	1892	1897
Bauer, Samuel M.....	1898	1903
Baumer, Francis	1895	1897
Bedford, Peter W.....	1883	1892
Bennett, Joseph S.....	1878	1892
Bigelow, E. A.....	1883	1896
Billings, Charles E.....	1878	1892
Blake, Thomas Nelson.....	1903	1903
Blanding, William B.....	1879	1892
Bodeker, Henry.....	1887	1889
Boehringer E.....	1885	1892
Bour, Philip Andre.....	1889	1899
Bowen, Henry.....	1885	1896
Bradfield, Josiah.....	1883	1885
Braidich, Adolph F.....	1894	1902
Braker, Conrad, Jr.....	1883	1890
Brandreth, George A.....	1883	1897
Brown, William H.....	1882	1889
Browning, Robert.....	1876	1891
Bruen, Oscar H.....	1887	1892
Burdsal, James S.....	1876	1899
Burnett, Joseph.....	1885	1894
Burroughs, S. M.....	1893	1895
Button, Charles P.....	1893	1897
Button, Henry H.....	1876	1889
Calhoun, Frederick Sanford.....	1893	1899
Carnrick, John	1882	1903
Carter, Solomon	1883	1892

	Elected	Died
Case, William Townley.....	1888	1901
Chapin, Frederick H.....	1883	1900
Chapman, John Ellis	1890	1900
Chiris, Leon	1896	1900
Claflin, William Lyman.....	1887	1903
Clark, Harvey Coe.....	1893	1902
Cobb, Ahira	1876	1882
Coffin, Andrew G.....	1883	1897
Colgate, Bowles	1883	1902
Colgate, Samuel.....	1883	1897
Coombs, Robert Duncan	1882	1904
Cowee, David	1883	1887
Crenshaw, Edmund A.....	1882	1894
Crockett, J. Henry.....	1883	1891
Cutler, E. Waldo	1883	1896
Cutler, George	1883	1898
Cutler, William J.....	1883	1894
Damon, Albert F.....	1885	1887
Davis, Dr. E. H.....	1893	1896
DeGolyer, Joseph	1883	1888
Demoville, J. F.....	1878	1884
Devoe, F. W.....	1883	1896
Dick, Dundas.....	1885	1892
Dodge, James M.....	1884	1887
Dodge, Richard J.....	1883	1891
Dohmen, Frederick.....	1883	1898
Drake, P. H.....	1882	1882
Edgerly, J. W.....	1888	1894
Eisenbeis, G.....	1885	1896
Erhart, Charles F.....	1878	1891
Fahnestock, B. L.....	1876	1888
Farr, James M.....	1878	1899
Farrand, Jacob S.....	1876	1891
Finch, George W.....	1883	1897
Finlay, George R.....	1883	1897
Fisher, Alonzo G.....	1885	1895
Fougera, Charles E.....	1882	1889

	Elected	Died
Fraser, Edward A.....	1884	1890
French, Clayton	1883	1889
French, William B.....	1883	1892
Fritzsche, Paul T.....	1883	1886
Fultz, Fred A.....	1894	1899
Gellatly, William A.....	1882	1885
Gerhardy, Theodore	1878	1893
Gerity, Clayton R.....	1891	1897
Gilpin, Bernard	1883	1897
Goodman, Charles F.....	1887	1895
Gray, William T.....	1902	1902
Greene, Thomas A.....	1878	1894
Gridley, Junius	1885	1886
Griffith, Charles W.....	1889	1902
Hall, William Henry.....	1882	1894
Harper, W. T.....	1888	1900
Hartford, James	1889	1902
Hay, Henry Homer.....	1894	1895
Hazleton, Wm., Jr.....	1883	1884
Hebbard, Harry C.....	1882	1902
Henry, John F.....	1877	1892
Hinchman, T. H.....	1876	1892
Hodge, John	1882	1895
Hopkins, Frank T.....	1878	1885
Hostetter, David	1882	1888
Hostetter, Theodore Rickey.....	1882	1902
Hoyt, E. W.....	1884	1887
Humphreys, Dr. Frederick.....	1882	1900
Hurlbut, H. A.....	1878	1882
Hurt, B. Scott.....	1883	1888
Jayne, Eben C.....	1884	1900
Jensen, Carl L.....	1887	1887
Kalteyer, George H.....	1892	1897
Kellogg, George Frank.....	1883	1904
Kelly, George A.....	1876	1902
Kemp, Edward	1896	1901
Kirkland, John L.....	1879	1892

	Elected	Died
Ladd, Benjamin J.....	1887	1887
Lamar, Col. H. J.....	1882	1896
Lambert, Jordon W.....	1882	1888
Larkin, Thomas H.....	1879	1901
Lauer, Monroe William.....	1899	1903
Laughlin, Samuel	1876	1887
Lazell, Lewis Thurber.....	1883	1902
Leadbeater, E. S.....	1896	1899
Lee, Conrad Berk.....	1896	1897
Leeming, Thomas	1888	1902
Lilly, Eli	1882	1898
Lilly, Evan F.....	1882	1903
Logan, Thomas H.....	1877	1888
Lucas, John	1885	1901
Lyman, Henry	1892	1897
McDaid, George Donald.....	1883	1904
McDermott, George	1893	1893
McIlvaine, Henry Clay.....	1884	1900
McKesson, John	1880	1893
Macready, Robert	1876	1895
Malloy, E. S.....	1879	1879
Maris, John M.....	1883	1892
Marsh, Edwin H.....	1883	1884
Marx, Frederick	1890	1901
Mason, Alfred H.....	1888	1896
Mellier, A. A.....	1876	1889
Mellon, John J.....	1882	1891
Merck, Wilhelm	1885	1899
Merrell, Jacob S.....	1884	1885
Merrell, Wm. S.....	1876	1880
Merriam, Andrew B.....	1876	1902
Metcalf, Theodore	1887	1894
Moffitt, John S.....	1889	1894
Moore, Jerome B.....	1883	1891
Morgan, Oliver P.....	1899	1900
Morrisson, Robert	1876	1888
Munson, L. I.....	1895	1896

	Elected	Died
Muth, M. Joseph.....	1885	1898
Myers, Milton L.....	1882	1892
Neat, Addis Emmett.....	1891	1904
Nichols, Dr. James R.....	1878	1888
Nickell, James M.....	1879	1881
Osgood, Hugh H.....	1885	1899
Pabst, Frederick	1889	1904
Paine, Lemuel C.....	1893	1899
Palmer, Solon	1901	1903
Park, John D.....	1876	1894
Parke, H. C.....	1877	1899
Parkes, William S.....	1887	1891
Peek, William T.....	1883	1885
Peter, Arthur	1876	1903
Pinckney, Stephen R.....	1882	1892
Pinkham, Charles Hacker.....	1883	1900
Pinkham, Lydia E.....	1883	1887
Potter, Warren B.....	1883	1889
Powers, Thomas H.....	1877	1879
Pozzoni, J. A.....	1884	1885
Purcell, John	1885	1894
Putnam, John P.....	1878	1889
Quetting, Josef J.....	1883	1885
Randolph, Norman V.....	1898	1903
Rankin, Jesse W.....	1882	1892
Rawolle, Frederick	1890	1903
Raynolds, Charles T.....	1884	1896
Reakirt, Joseph	1876	1880
Reed, Thomas	1883	1885
Richardson, James	1876	1892
Richardson, James H.....	1878	1891
Richardson, J. Clifford.....	1876	1899
Riday, John F.....	1883	1889
Robbins, Charles A.....	1878	1889
Robbins, Daniel C.....	1878	1888
Robinson, Richard A.....	1876	1897
Robinson, Richard A., Jr.....	1876	1899

	Elected	Died
Rogers, Andrew B.....	1883	1903
Rosengarten, George D.....	1883	1889
Rosengarten, Mitchell G.....	1883	1898
Rosenthal, Moritz	1884	1896
Ross, George F.....	1882	1903
Runkle, W. H.....	1882	1898
Schieffelin, Samuel B.....	1882	1900
Schieffelin, William H.....	1882	1895
Schmidt, William Henry.....	1876	1904
Schoellkopf, Alfred P.....	1889	1901
Schoellkopf, Jacob Frederick.....	1889	1899
Scudder, Samuel V.....	1883	1889
Sellers, R. E.....	1876	1894
Sharp, Horace M.....	1884	1902
Sheley, Alanson	1876	1892
Shoemaker, Robert	1882	1896
Simes, William F.....	1887	1892
Smith, George W.....	1882	1885
Smith, Mahlon K.....	1882	1903
Smith, Valentine H.....	1883	1890
Smylie, Charles A.....	1884	1902
Snow, Orrin J.....	1882	1903
Sondheim, Myer	1884	1888
Spurlock, H. C.....	1883	1892
Squires, C. P.....	1876	1903
Stanwood, E. L.....	1885	1892
Steele, William	1883	1898
Steinbacher, E.	1900	1903
Stewart, Daniel	1876	1892
Stoutenburgh, George W.....	1876	1884
Strong, Samuel M.....	1876	1895
Strother, William A.....	1889	1892
Strother, William M.....	1889	1899
Talcott, Seth	1883	1894
Thompson, John I.....	1880	1901
Thompson, John L.....	1880	1883
Thompson, William A.	1883	1903

	Elected	Died
Thompson, William P.....	1893	1896
Thomsen, John Jacob.....	1883	1892
Tiemann, Peter Cooper.....	1891	1894
Titsworth, John D.....	1885	1902
Townsend, Abram S.....	1892	1903
Toy, Joseph A.....	1882	1901
Truax, Perry B.....	1880	1891
Truslow, Jacob L., Jr.....	1896	1899
Vennard, William L.....	1878	1893
Vogeler, Charles A.....	1880	1882
Vogeler, Frederick	1876	1902
Wakefield, C.	1882	1885
Walker, Robert J. C.....	1893	1903
Walker, William J.....	1893	1904
Wallin, Jarvis R.....	1885	1886
Ward, Boswell	1885	1903
Warner, William Richard.....	1881	1901
Warren, William Matthew.....	1878	1903
Weightman, John Farr.....	1877	1886
Weightman, William	1877	1904
Weightman, William, Jr.....	1877	1889
Wells, William	1883	1892
Wetherell, Christopher	1887	1892
Wheeler, H. N.....	1883	1885
Wheeler, Porte C.....	1882	1883
Whitall, James	1885	1896
White, Jacob W.....	1884	1891
Whiting, John L.....	1887	1892
Wilcox, Frederick	1895	1897
Wilder, Edward	1876	1890
Wilder, J. B.....	1876	1888
Wilkinson, A. J.....	1876	1895
Williston, C. Lincoln.....	1878	1899
Woodward, William R.....	1882	1889
Wright, A. W.....	1887	1892
Zeilin, John H.....	1882	1896

COMMITTEES.

1904-1905

COMMITTEE ON ADULTERATIONS

Carl Brucker, Chairman.....	New York City Fritzsche Bros.
William P. Ritchey.....	New York City Bruen, Ritchey & Co.
J. L. Hopkins.....	New York City J. L. Hopkins & Co.
G. Frank Baily.....	Baltimore, Md. James Baily & Son.
P. C. Magnus.....	New York City Magnus & Lauer.
Charles L. Walther.....	Pittsburgh, Pa. Walther-Robertson Drug Co.
H. T. Jarrett.....	New York City Mallinckrodt Chemical Works.
Irving McKesson.....	New York City McKesson & Robbins.
John J. Judson.....	Salt Lake City, Utah W. A. Nelden Drug Co.
Frederick Aschenbach.....	Philadelphia, Pa. Aschenbach & Miller.
William A. Hamann.....	New York City Roessler & Hasslacher Chemical Co.
Henry B. Gilpin.....	Baltimore, Md. Henry B. Gilpin Co.
W. D. Bunny.....	Troy, N. Y. Schneider & Macy Drug Co.
Ludwig Schiff.....	Los Angeles, Cal. Western Wholesale Drug Co.
J. H. Cox	New Lebanon, N. Y. The Tilden Co.
George Merrell.....	Cincinnati, Ohio Wm. S. Merrell Chemical Co.

Webb Souers.....	Des Moines, Iowa
	Iowa Drug Co.
O. W. Bethea.....	Meridian, Miss.
	Hopkins & Bethea.
W. M. Beall.....	Steubenville, Ohio
	Beall & Steele Drug Co.
G. W. Wines.....	St. Louis, Mo.
	Larkin & Scheffer Chemical Co.
George Merck.....	New York City
	Merck & Co.
Richard V. Mattison, M. D.....	Ambler, Pa.
	Keasbey & Mattison Co.
A. B. Lyons, M. D.....	Detroit, Mich.
	Nelson, Baker & Co.
F. H. Arcularius.....	Colorado Springs, Colo.
	Hefley-Arcularius Drug Co.
John Phinizy.....	Augusta, Ga.
	Augusta Drug Co.
E. H. Bindley, Sr.....	Terre Haute, Ind.
	E. H. Bindley & Co.
S. A. Dickson.....	Shreveport, La.
	Morris & Dickson Co.
Horace H. Daboll.....	New London, Conn.
	Nichols & Harris.

COMMITTEE ON ARRANGEMENTS AND ENTERTAINMENT

Thomas P. Cook, Chairman.....	New York City
	New York Quinine and Chemical Works.
Wm. Hull Wickham.....	New York City
	McKesson & Robbins.
Wm. Jay Schieffelin.....	New York City
	Schieffelin & Co.
William P. Ritchey.....	New York City
	Bruen, Ritchey & Co.
Albert Plaut.....	New York City
	Lehn & Fink.

Chas. S. Littell.....	New York City
R. W. Robinson & Son Co.	
Thos. F. Main.....	New York City
The Tarrant Co.	
John M. Peters.....	New York City
The Selling Co.	
Brent Good.....	New York City
Carter Medicine Co.	
Sam'l W. Fairchild.....	New York City
Fairchild Bros. & Foster.	
Arthur A. Stilwell.....	New York City
Clarence G. Stone.....	New York City
Lambert Pharmacal Co.	

COMMITTEE ON COMMERCIAL TRAVELERS

C. F. Michaels, Chairman.....	San Francisco, Cal.
Langley & Michaels Co.	
Charles H. Talcott.....	Hartford, Conn.
C. H. Talcott & Co.	
Wm. J. Mooney.....	Indianapolis, Ind.
Mooney-Mueller Drug Co.	
J. D. Price.....	Columbus, Ohio
Orr, Brown & Price.	
N. Ashley Lloyd.....	Cincinnati, Ohio
Lloyd Bros.	
Terry T. Greil.....	Montgomery, Ala.
Greil Bros. Co.	
E. J. Hueston.....	Greenville, Miss.
The Goyer Co.	
W. F. Rightor.....	Memphis, Tenn.
Memphis Drug Co.	
Ben Shropshire.....	Brownwood, Texas
Thompson Drug Co.	
W. P. Colburn.....	Peoria, Ill.
Colburn, Birks & Co.	

Charles S. Leete.....	New Haven, Conn.
	Charles S. Leete & Co.
E. C. McKallor.....	Binghamton, N. Y.
	Elk Drug Co.
C. C. Leadbeater.....	Alexandria, Va.
	E. S. Leadbeater & Sons.
E. F. Yahr.....	Milwaukee, Wis.
	Yahr & Lange Drug Co.
A. C. Murdoch.....	Parkersburg, W. Va.
	J. N. Murdoch Co.
F. C. Herrington.....	Burlington, Vt.
	Burlington Drug Co.
J. T. Kennedy.....	Minneapolis, Minn.
	Kennedy, Suffel & Andrews.
A. H. Williams.....	Utica, N. Y.
	A. H. Williams & Co.
H. D. Harle.....	Council Bluffs, Ia.
	Harle-Haas Drug Co.
Louis G. Clarke.....	Portland, Ore.
	Woodard, Clarke & Co.

COMMITTEE ON CREDITS AND COLLECTIONS

W. A. Hover, Chairman.....	Denver, Colo.
	W. A. Hover & Co.
Geo. W. Lattimer.....	Columbus, Ohio
	Kauffman-Lattimer Co.
O. C. Richardson.....	Louisville, Ky.
	Peter-Neat-Richardson Co.
George C. McKesson.....	New York City
	McKesson & Robbins.
Charles Gibson	Albany, N. Y.
	Walker & Gibson.
Jno. M. Hinchman.....	Detroit, Mich.
	Williams-Davis-Brooks & Hinchman Sons.
Samuel R. Kelly.....	Pittsburgh, Pa.
	George A. Kelly Co.

Lee M. Hutchins.....	Grand Rapids, Mich. Hazeltine & Perkins Drug Co.
F. S. Churchill.....	Burlington, Iowa Churchill Drug Co.
Jos. H. Brown.....	Little Rock, Ark. C. J. Lincoln Co.
Albert Estorge.....	New Iberia, La. Estorge Drug Co.
S. Platt	Vicksburg, Miss. Estate of A. G. Cassell.
H. M. Parchen.....	Helena, Mont. Parchen Drug Co.
B. T. Vanzant.....	Paris, Texas Paris Wholesale Drug Co.
W. T. Bland.....	Kansas City, Mo. McPike Drug Co.
E. H. Cutler.....	St. Paul, Minn. Noyes Bros. & Cutler.
George W. Norrell.....	Houston, Texas Houston Drug Co.
R. O. McBride.....	St. Joseph, Mo. C. D. Smith Drug Co.
W. C. Shurtleff.....	Chicago, Ill. Morrisson, Plummer & Co.
F. W. Braun.....	Los Angeles, Cal. F. W. Braun Co.
A. W. Doland.....	Spokane, Wash. Spokane Drug Co.
Otto Stein	Cincinnati, Ohio Stein-Gray Drug Co.
John W. Durr†, Jr.....	Montgomery, Ala. Gay, Hardie & Durr.
J. K. Lilly.....	Indianapolis, Ind. Eli Lilly & Co.
John A. Burgess.....	Charleston, S. C. Charleston Drug Mfg. Co.
W. C. Miller.....	Richmond, Va. Bodeker Drug Co.

John H. Smedley.....	Detroit, Mich.
Parke, Davis & Co.	
L. Brinckerhoff.....	Seattle, Wash.
Pacific Drug Co.	
Adam Pfromm.....	Philadelphia, Pa.
Pfromm & Kindig.	

COMMITTEE ON DRUG MARKET

E. W. Fitch, Chairman.....	New York City
Parke, Davis & Co.	
Charles A. West.....	Boston, Mass.
Eastern Drug Co.	
Thomas M. Curtius.....	New York City
George R. Hillier.....	New York City
R. Hillier's Son Co.	
A. E. Whiting.....	Cleveland, Ohio
Grasselli Chemical Co.	
H. J. Bowerfind.....	Fort Wayne, Ind.
Fort Wayne Drug Co.	
K. W. Grafton.....	Vicksburg, Miss.
Quin-Sharpe Drug Co.	
E. H. Crowdus.....	Dallas, Texas
J. W. Crowdus Drug Co.	
Arthur A. Stilwell.....	New York City
Ed. Bindschadler.....	St. Louis, Mo.
J. S. Merrell Drug Co.	
G. F. Sichelsteil, Jr.....	Pittsburgh, Pa.
W. J. Gilmore Drug Co.	
H. S. Chatfield.....	New York City
Rogers & Pyatt.	
H. J. Woodward.....	Peoria, Ill.
Allaire, Woodward & Co.	
W. T. Gesell.....	New York City
Lehn & Fink.	

George L. Muth.....	Baltimore, Md.
Muth Bros. & Co.	
Emil Levi.....	New York City
C. F. Boehringer & Soehne.	
John Jay Justis.....	Cincinnati, Ohio
Hale, Justis & Co.	
Ralph P. Hoagland.....	Boston, Mass.
Hoagland & Mansfield.	
A. R. Fellows.....	Chicago, Ill.
Searle & Hereth Co.	
James G. Shaw.....	New York City
Thurston & Braidich.	
H. J. Braker.....	New York City
H. J. Baker & Bro.	
Henry Dohmen.....	Milwaukee, Wis.
F. Dohmen Co.	
David M. Cowan.....	Buffalo, N. Y.
Plimpton, Cowan & Co.	
Jacob Weil.....	New York City
Britt, Loeffler & Weil.	

COMMITTEE ON FIRE INSURANCE

Thos. F. Van Natta, Chairman.....	St. Joseph, Mo.
Van Natta-Lynds Drug Co.	
Thomas F. Main.....	New York City
The Tarrant Co.	
Albert Plaut	New York City
Lehn & Fink.	
E. E. Bruce.....	Omaha, Neb.
E. E. Bruce & Co.	
Henry W. Evans.....	Kansas City, Mo.
Evans-Smith Drug Co.	
Marion Ward	Indianapolis, Ind.
Ward Bros. Drug Co.	
J. W. Cookson.....	Wichita, Kan.
Southwestern Drug Co.	

H. B. Howell.....	New Orleans, La. Vermont Chemical Mfg. Co.
E. J. Hodge.....	Natchez, Miss. Natchez Drug Co.
Wm. O. Kuebler.....	Newark, N. J. Roeber & Kuebler.
A. B. Stewart.....	Seattle, Wash. Stewart & Holmes Drug Co.
D. D. Philips.....	Nashville, Tenn. Berry, Demoville & Co.
Alfred Vogeler.....	Cincinnati, Ohio Alfred Vogeler Drug Co.
Fred J. Greene.....	Peoria, Ill. Barker & Wheeler Co.
E. M. Ellis.....	Memphis, Tenn. Hessig-Ellis Drug Co.
C. F. Polk.....	Troy, N. Y. Polk & Calder Drug Co.
William A. Sailer.....	Philadelphia, Pa. John Wyeth & Bro.
J. T. Ligon.....	Anderson, S. C. Acme Drug Co.
C. D. Van Zandt.....	Rochester, N. Y. Paine Drug Co.
Jno. W. Smart.....	Saginaw, Mich. Saginaw Valley Drug Co.
J. G. Smith.....	Savannah, Ga. Columbia Drug Co.
G. D. Gilman.....	Boston, Mass. Gilman Bros.
M. L. Barrett.....	Chicago, Ill. M. L. Barrett & Co.
W. P. Redington.....	San Francisco, Cal. Redington & Co.
Samuel Eichold.....	Mobile, Ala. Mobile Drug Co.
Geo. R. Merrell.....	St. Louis, Mo. J. S. Merrell Drug Co.

COMMITTEE ON FRATERNAL RELATIONS

J. B. Riley, Chairman.....	Macon, Ga. Lamar, Taylor & Riley Drug Co.
W. J. Murray.....	Columbia, S. C. Murray Drug Co.
Thos. W. Purcell.....	Richmond, Va. Purcell, Ladd & Co.
Adolph Mack.....	San Francisco, Cal. Mack & Co.
Thomas E. Delano.....	New York City The Charles N. Crittenton Co.
L. B. Bridaham.....	Denver, Colo. Davis-Bridaham Drug Co.
Charles Cook.....	Portland, Me. Cook, Everett & Pennell.
Newton C. Smith.....	Waterbury, Conn. Apothecaries Hall Co.
W. G. Tolleson.....	Spartanburg, S. C. Crutchfield-Tolleson Co.
E. M. Neal.....	Nashville, Tenn. Spurlock-Neal Co.
Charles Blauw.....	Rochester, N. Y. Blauw & Brickner Drug Co.
W. S. Gerity.....	Elmira, N. Y. Gerity Bros.
Fred W. Cook.....	San Antonio, Tex. San Antonio Drug Co.
Carl Leich.....	Evansville, Ind. Charles Leich & Co.
J. B. Rourke.....	Butte, Mont. Montana Drug Co.
A. J. Albers	Knoxville, Tenn. Sanford, Chamberlain & Albers Co.
C. M. Spring.....	Joplin, Mo. C. M. Spring Drug Co.
W. H. King.....	Raleigh, N. C. W. H. King Drug Co.

T. H. Spence.....	La Crosse, Wis. Spence-McCord Drug Co.
Edw. S. Malone.....	Oklahoma City, Okla. Alexander Drug Co.
E. A. Brewer.....	Worcester, Mass. Brewer & Co.
Hiram Merritt.....	Newburgh, N. Y. Theodore Merritt's Sons.
D. C. Woodman.....	Concord, N. H. C. H. Martin & Co.
G. F. Brooks.....	Baltimore, Md. Ferrell-Kellam Drug Co.
E. C. Will.....	Marshalltown, Iowa McBride & Will Drug Co.
L. E. Widder.....	New York City Widder & Cafferata.
A. E. Brown.....	Mobile, Ala. A. E. & E. V. Brown.
W. H. Whitlow.....	Fayetteville, Ark. Whitlow-Williams Drug Co.
N. B. Danforth.....	Wilmington, Del.
M. Steelman.....	Philadelphia, Pa. Steelman & Archer.
S. Massingham.....	Pittsburgh, Pa. Shipley-Massingham Co.

COMMITTEE ON LEGISLATION

M. N. Kline, Chairman.....	Philadelphia, Pa. Smith, Kline & French Co.
Thomas F. Main.....	New York City The Tarrant Company.
Lucien B. Hall.....	Cleveland, Ohio Benton, Hall & Co.
Daniel R. Noyes.....	St. Paul, Minn. Noyes Bros. & Cutler.

Charles F. Cutler.....	Boston, Mass. Eastern Drug Co.
William O. Blanding.....	Providence, R. I. Blanding & Blanding.
Dr. V. Mott Pierce.....	Buffalo, N. Y. World's Dispensary Medical Association.
E. L. Strong.....	Cleveland, Ohio Strong, Cobb & Co.
E. D. Taylor.....	Richmond, Va. Powers-Taylor Drug Co.
C. P. Walbridge.....	St. Louis, Mo. J. S. Merrell Drug Co.
Dr. A. R. L. Dohme.....	Baltimore, Md. Sharp & Dohme.
John W. Kennedy.....	Chicago, Ill. E. C. DeWitt & Co.
F. B. Kilmer.....	New Brunswick, N. J. Johnson & Johnson.
E. G. Swift.....	Detroit, Mich. Parke, Davis & Co.

COMMITTEE ON MEMBERSHIP.

Chas. F. Cutler, Chairman.....	Boston, Mass. Eastern Drug Co.
C. S. Littell.....	New York City R. W. Robinson & Son Co.
G. Frank Baily.....	Baltimore, Md. James Baily & Son.
E. D. Taylor.....	Richmond, Va. Powers-Taylor Drug Co.
W. E. Connell.....	Charleston, W. Va. Kanawha Drug Co.
I. A. Solomons.....	Savannah, Ga. Solomons Company.
A. D. Parker.....	New Orleans, La. The Parker-Blake Co.

H. Behrens.....	Waco, Texas
Behrens Drug Co.	
H. H. Sinnige.....	St. Louis, Mo.
Meyer Brothers Drug Co.	
J. W. Morrisson.....	Chicago, Ill.
Morrisson, Plummer & Co.	
A. J. More.....	Sioux City, Iowa
Hornick, Hess & More.	
C. S. Thompson.....	Philadelphia, Pa.
Smith, Kline & French Co.	
Robert L. Tye.....	New York City
Merck & Co.	
H. D. Martin.....	St. Louis, Mo.
Mallinckrodt Chemical Works.	
Chas. S. Jones.....	Philadelphia, Pa.
Powers-Weightman-Rosengarten Co.	
Fred M. Odena.....	Detroit, Mich.
Parke, Davis & Co.	

COMMITTEE ON MEMORIALS OF DECEASED MEMBERS.

Charles H. Pettet, Chairman	Louisville, Ky.
Robinson-Pettet Co.	
James F. Cowee.....	Troy, N. Y.
John L. Thompson, Sons & Co.	
C. F. G. Meyer.....	St. Louis, Mo.
Meyer Brothers Drug Co.	
Charles W. Snow.....	Syracuse, N. Y.
C. W. Snow & Co.	
A. W. Claflin.....	Providence, R. I.
George L. Claflin Co.	
R. W. Powers.....	Richmond, Va.
Powers-Taylor Drug Co.	
C. H. Osgood.....	Norwich, Conn.
Charles Osgood & Co.	
Albert Bruen.....	New York City
Bruen, Ritchey & Co.	

John A. Gilman.....	Boston, Mass.
	Gilman Brothers.
Aaron S. Raymond.....	Lincoln, Neb.
	Lincoln Drug Co.
A. Kiefer.....	Indianapolis, Ind.
	A. Kiefer Drug Co.
George L. Fogg.....	Portland, Me.
	J. W. Perkins Co.
Thomas E. Shoemaker.....	Philadelphia, Pa.
	Robert Shoemaker & Co.
W. D. Lamar.....	Macon, Ga.
	Lamar, Taylor & Riley Drug Co.
Aldo Sommer.....	Quincy, Ill.
	Aldo Sommer's Drug Co.
Charles W. Whittlesey.....	New Haven, Conn.
	Charles W. Whittlesey Co.

COMMITTEE ON PAINTS, OILS AND GLASS

Walter V. Smith, Chairman.....	Philadelphia, Pa.
	Valentine H. Smith & Co.
Charles E. Potts.....	Wichita, Kan.
	C. E. Potts Drug Co.
William Scott.....	Indianapolis, Ind.
	Daniel Stewart Co.
M. E. Sherman.....	Des Moines, Iowa
	Des Moines Drug Co.
D. M. Penick.....	Lynchburg, Va.
	Strother Drug Co.
W. C. McPike.....	Kansas City, Mo.
	McPike Drug Co.
A. R. Olney.....	Clinton, Iowa
	Olney & McDaid.
Thomas Neal.....	Detroit, Mich.
	Acme White Lead and Color Works.
Benjamin C. Hartz.....	Rock Island, Ill.
	Hartz & Bahnsen Co.

J. S. Farrand, Jr.....	Detroit, Mich.
Farrand, Williams & Clark.	
Paul G. Schuh.....	Cairo, Ill.
Schuh Drug Co.	
H. H. Arrington.....	Rome, Ga.
Curry-Arrington Co.	
H. S. Crispell.....	Kingston, N. Y.
H. S. Crispell Co.	
W. B. Young.....	Norwich, Conn.
Lee & Osgood Co.	
Charles D. Knoefel.....	New Albany, Ind.
A. B. Hodsdon.....	Portland, Me.
J. E. Gould & Co.	
John H. Sheehan.....	Utica, N. Y.
John H. Sheehan & Co.	
Samuel Felt.....	Watertown, N. Y.
The Samuel Felt Co.	
W. L. Dewoody.....	Pine Bluff, Ark.
W. L. Dewoody & Co.	
H. W. Stark.....	Gainesville, Texas
H. W. Stark Drug Co.	
Geo. T. Gray.....	Norfolk, Va.
Williams, Martin & Gray.	
C. H. Butterworth.....	Philadelphia, Pa.
C. H. Butterworth & Co.	

COMMITTEE ON PASSENGER RATES AND ROUTES

Romaine Pierson, Chairman.....	Chicago, Ill.
"American Druggist."	
Thomas P. Cook.....	New York City
New York Quinine and Chemical Works.	
Charles F. Cutler.....	Boston, Mass.
Eastern Drug Co.	
Edward H. Buehler.....	Chicago, Ill.

E. J. Schall.....	St. Louis, Mo. Meyer Brothers Drug Co.
Fred W. Sultan.....	St. Louis, Mo. Peacock Chemical Co.
Henry D. Faxon.....	Kansas City, Mo. Faxon, Horton & Gallagher.
Fred S. Kellogg.....	San Francisco, Cal. Mack & Co.
S. C. Dobbs.....	Atlanta, Ga. Coca-Cola Company.
F. G. Beckman.....	Indianapolis, Ind. A. Kiefer Drug Co.
Lucien E. Lyons.....	New Orleans, La. I. L. Lyons & Co.
Winthrop G. Noyes.....	St. Paul, Minn. Noyes Bros. & Cutler.
Albert Kronkosky.....	San Antonio, Texas San Antonio Drug Co.
L. L. Pope.....	Cleveland, Ohio Lawrence-Williams Co.

COMMITTEE ON PROPRIETARY GOODS

John N. Carey, Chairman.....	Indianapolis, Ind. Daniel Stewart Co.
F. E. Holliday, Vice-Chairman.....	Indianapolis, Ind. 402 Commercial Club Building.
J. E. Toms, Secretary.....	Indianapolis, Ind. 402 Commercial Club Building.
M. N. Kline.....	Philadelphia, Pa. Smith, Kline & French Co.
Frank A. Faxon.....	Kansas City, Mo. Faxon, Horton & Gallagher.
C. F. Shoemaker.....	Philadelphia, Pa. Shoemaker & Busch.
J. C. Eliel.....	Minneapolis, Minn. Lyman-Eliel Drug Co.

- Charles F. Weller.....Omaha, Neb.
Richardson Drug Co.
- W. J. Walding.....Toledo, Ohio
Walding, Kinnan & Marvin Co.
- W. A. Hover.....Denver, Colo.
W. A. Hover & Co.
- Fred L. Carter.....Boston, Mass.
Carter, Carter & Meigs.
- E. D. Taylor.....Richmond, Va.
Powers-Taylor Drug Co.
- W. J. Murray.....Columbia, S. C.
Murray Drug Co.
- James W. Morrisson.....Chicago, Ill.
Morrisson, Plummer & Co.
- Lucien B. Hall.....Cleveland, Ohio
Benton, Hall & Co.
- Theodore F. Meyer.....St. Louis, Mo.
Meyer Brothers Drug Co.
- Charles S. Martin.....Nashville, Tenn.
Spurlock-Neal Co.
- F. A. Dicks.....New Orleans, La.
Finlay, Dicks & Co.
- L. A. Lange.....Milwaukee, Wis.
Yahr & Lange Drug Co.
- H. B. Fairchild.....Grand Rapids, Mich.
Hezeltine & Perkins Drug Co.
- C. F. Michaels.....San Francisco, Cal.
Langley & Michaels Co.
- Albert Plaut.....New York City
Lehn & Fink.
- William Jay Schieffelin.....New York City
Schieffelin & Co.
- Charles Hubbard.....Syracuse, N. Y.
Charles Hubbard, Son & Co.
- H. Behrens.....Waco, Texas
Behrens Drug Co.
- Dr. R. V. Pierce.....Buffalo, N. Y.
World's Dispensary Medical Association.

COMMITTEE ON RELATIONS WITH LOCAL ASSOCIATIONS, CITY AND INTERSTATE

Chas. A. Jerman, Chairman.....	Milwaukee, Wis. Jerman, Pflueger & Kuehmsted Co.
Fred L. Carter.....	Boston, Mass. Carter, Carter & Meigs.
R. H. Bradley.....	Toledo, Ohio Walding, Kinnan & Marvin Co.
Ben Exley.....	Wheeling, W. Va. Ohio Valley Drug Co.
I. S. White.....	Rock Island, Ill. Hartz & Bahnsen Co.
C. E. Bedwell.....	Omaha, Neb. E. E. Bruce & Co.
Chas. S. Martin.....	Nashville, Tenn. Spurlock-Neal Co.
Jno. A. Burgess.....	Charleston, S. C. Charleston Drug Mfg. Co.
R. H. Bennett, Jr.....	San Francisco, Cal. 123 California Street.
H. Behrens.....	Waco, Texas Behrens Drug Co.
E. D. Taylor.....	Richmond, Va. Powers-Taylor Drug Co.
J. C. Eliel.....	Minneapolis, Minn. Lyman-Eliel Drug Co.
Theo. F. Meyer.....	St. Louis, Mo. Meyer Brothers Drug Co.
G. Frank Baily.....	Baltimore, Md. James Baily & Son.
C. F. Shoemaker.....	Philadelphia, Pa. Shoemaker & Busch.
James R. Owen.....	Chicago, Ill. Morrisson, Plummer & Co.

Charles Hubbard.....Syracuse, N. Y.
 Charles Hubbard, Son & Co.
 W. P. Ritchey.....New York City
 Bruen, Ritchey & Co.

COMMITTEE ON TRADE MARKS

A. J. Horlick, Chairman.....Racine, Wis.
 Horlick's Food Co.
 Charles H. Camp.....New York City
 The Centaur Company.
 George A. Newman.....Louisville, Ky.
 California Fig Syrup Co.
 William C. Brown.....Columbus, Ohio
 Orr, Brown & Price.
 Willis A. Bailey.....Zanesville, Ohio
 Bailey Drug Co.
 W. H. Hall.....New York City
 Hall & Ruckel.
 Sturgis Coffin.....New York City
 Ladd & Coffin.
 F. W. Schumacher.....Columbus, Ohio
 Peruna Drug Mfg. Co.
 Frank M. Bell.....Chicago, Ill.
 Armour & Co.
 Brent Good.....New York City
 Carter Medicine Co.
 Geo. D. Feidt.....Philadelphia, Pa.
 Geo. D. Feidt & Co.
 James F. Ballard.....St. Louis, Mo.
 Douglas Smith.....Chicago, Ill.
 The Liquozone Co.
 Charles C. Goodwin.....Boston, Mass.
 Eastern Drug Co.
 F. B. Shedd.....Lowell, Mass.
 E. W. Hoyt & Co.

Frank A. Ruf.....	St. Louis, Mo. Antikamnia Chemical Co.
J. Carl Jackson.....	Lockport, N. Y. Merchant's Gargling Oil Co.
O. C. Pinckney.....	New York City Himrod Mfg. Co.
W. A. Talbott.....	Warren, Pa. The Piso Company.
J. R. Kathrens.....	Milwaukee, Wis. Pabst Brewing Co.
A. Lee Robinson.....	Louisville, Ky. Robinson-Pettet Co.
Edward A. Hay.....	Portland, Me. H. H. Hay's Sons.
Joseph F. Hindes.....	Baltimore, Md. Emerson Drug Co.
O. E. Foster.....	Buffalo, N. Y. Foster-Milburn Co.
Oscar Wakefield.....	Bloomington, Ill. C. Wakefield & Co.
Ernesto Sarra.....	Havana, Cuba Jose Sarra's Widow & Son.

COMMITTEE ON TRANSPORTATION

Courtney H. West, Chairman.....	St. Louis, Mo. Moffitt-West Drug Co.
Charles F. Weller.....	Omaha, Neb. Richardson Drug Co.
J. T. Doster.....	Birmingham, Ala. Doster-Northington Drug Co.
George E. Taylor.....	Pueblo, Colo. Geo. E. Taylor Drug Co.
Thomas Sisson.....	Hartford, Conn. T. Sisson & Co.
James E. Davis.....	Detroit, Mich. Williams-Davis-Brooks & Hinchman Sons.

F. T. Christie.....	Jacksonville, Fla. Christie-Groover Drug Co.
J. H. Mann.....	Pine Bluff, Ark. Mann-Tankersley Drug Co.
Geo. M. Willcox.....	San Francisco, Cal. E. J. Wittenberg Co.
L. W. Leithhead.....	Duluth, Minn. L. W. Leithhead Drug Co.
William S. Mersereau.....	New York City Schieffelin & Co.
J. A. Gallagher.....	Kansas City, Mo. Faxon, Horton & Gallagher.
Louis Blumauer.....	Portland, Ore. Blumauer-Frank Drug Co.
Samuel Dempster.....	Pittsburgh, Pa. W. J. Gilmore Drug Co.
A. J. Geer.....	Charleston, S. C. Geer Drug Co.
Jno. P. Cobb.....	Salt Lake City, Utah Nelden-Judson Drug Co.
G. G. Minor.....	Richmond, Va. Owens & Minor Drug Co.
Wm. B. Strong.....	Milwaukee, Wis. Jerman, Pflueger & Kuehmsted Co.
William Geary.....	Sacramento, Cal. Kirk, Geary & Co.
D. C. Chapman.....	Knoxville, Tenn. Chapman, White, Lyons Co.
J. G. Davis.....	Dallas, Texas Greiner-Kelly Drug Co.
Oscar Lillybeck.....	Memphis, Tenn. Lillybeck Drug Co.

SPECIAL COMMITTEE ON BOX AND CARTAGE

J. C. Eliel, Chairman.....	Minneapolis, Minn. Lyman-Eliel Drug Co.
Frank A. Faxon.....	Kansas City, Mo. Faxon, Horton & Gallagher.

- William J. Walding.....Toledo, Ohio
 Walding, Kinnan & Marvin Co.
 John N. Carey.....Indianapolis, Ind.
 Daniel Stewart Co.

SPECIAL COMMITTEE OF COMMERCIAL TRAVELERS

- B. T. Van Alen, Chairman.....Chicago, Ill.
 C. F. Boehringer & Soehne
 Frank S. Henry.....Cleveland, Ohio
 Williams Mfg. Co.
 L. R. Dronberger.....St. Louis, Mo.
 Mallinckrodt Chemical Works.
 P. R. Lance.....Philadelphia, Pa.
 William R. Warner & Co.
 D. Y. Wheeler.....Omaha, Neb.
 Richardson Drug Co.
 Franklin Black.....New York City
 Charles Pfizer & Co.
 R. S. Johnston.....New York City
 Merck & Co.
 S. H. Carragan.....New York City
 Parke, Davis & Co.
 Frederick B. Perry.....New York City
 Powers-Weightman-Rosengarten Co.
 J. S. Campbell.....Philadelphia, Pa.
 John Wyeth & Bro.
 W. A. Conner.....Indianapolis, Ind.
 Eli Lilly & Co.
 F. L. E. Gauss.....Chicago, Ill.
 Searle & Hereth Co.
 Justin Keith.....New York City
 J. L. Hopkins & Co.

SPECIAL COMMITTEE ON PARIS GREEN

Alanson S. Brooks, Chairman.....	Detroit, Mich.
Williams-Davis-Brooks & Hinchman Sons.	
W. T. Harper, Jr.....	Ottumwa, Iowa
J. W. Edgerly & Co.	
R. P. Rowe.....	New York City
National Lead Company.	

SPECIAL COMMITTEE ON PHARMACEUTICALS AND
PLASTERS

William J. Walding, Chairman.....	Toledo, Ohio
Walding, Kinnan & Marvin Co.	
Frank A. Faxon.....	Kansas City, Mo.
Faxon, Horton & Gallagher.	
J. C. Eliel.....	Minneapolis, Minn.
Lyman-Eliel Drug Co.	
W. A. Hover.....	Denver, Colo.
W. A. Hover & Co.	

SPECIAL COMMITTEE ON SUITS AGAINST MEMBERS

M. N. Kline, Chairman.....	Philadelphia, Pa.
Smith, Kline & French Co.	
Thomas F. Main.....	New York City
The Tarrant Company.	
I. S. Coffin.....	New York City
Coffin, Redington & Co.	

DELEGATES TO OTHER ASSOCIATIONS

1905

AMERICAN PHARMACEUTICAL ASSOCIATION

MEETING AT ATLANTIC CITY, N. J., SEPTEMBER 4, 1905.

M. N. Kline.....	Philadelphia, Pa. Smith, Kline & French Co.
C. F. Shoemaker.....	Philadelphia, Pa. Shoemaker & Busch.
Adolph W. Miller.....	Philadelphia, Pa. Aschenbach & Miller.
Thos. E. Shoemaker.....	Philadelphia, Pa. Robert Shoemaker & Co.
Walter V. Smith.....	Philadelphia, Pa. Valentine H. Smith & Co.
Thos. F. Main.....	New York City The Tarrant Co.
Wm. Jay Schieffelin.....	New York City Schieffelin & Co.
Wm. O. Kuebler.....	Newark, N. J. Roeber & Kuebler.
Henry B. Gilpin.....	Baltimore, Md. Henry B. Gilpin Co.

PROPRIETARY ASSOCIATION OF AMERICA

MEETING AT NEW YORK MAY 2, 1905.

Albert Plaut.....	New York City Lehn & Fink.
Wm. Jay Schieffelin.....	New York City Schieffelin & Co.
Wm. P. Ritchey.....	New York City Bruen, Ritchey & Co.

(Delegates to the National Association of Retail Druggists will be appointed after the selection of its meeting place.)

STATE PHARMACEUTICAL ASSOCIATIONS

ALABAMA

- J. T. Doster.....Birmingham, Ala.
Doster-Northington Drug Co.
Jno. W. Durr, Jr.....Montgomery, Ala.
Gay, Hardie & Durr.
Samuel EicholdMobile, Ala.
Mobile Drug Co.

ARKANSAS

- Chas. K. Lincoln.....Little Rock, Ark.
C. J. Lincoln Co.
W. L. Dewoody.....Pine Bluff, Ark.
W. L. Dewoody & Co.
J. C. Williams.....Fayetteville, Ark.
Whitlow-Williams Drug Co.

COLORADO

- W. A. Hover.....Denver, Colo.
W. A. Hover & Co.
L. B. Bridaham.....Denver, Colo.
The Davis-Bridaham Drug Co.
R. H. Hefley.....Colorado Springs, Colo.
Hefley-Arcularius Drug Co.

CONNECTICUT

- H. C. Chamberlain.....New Haven, Conn.
Chas. S. Leete Co.
Geo. P. Chandler.....Hartford, Conn.
T. Sisson & Co.
W. B. Young.....Norwich, Conn.
The Lee & Osgood Co.

DELAWARE

- N. B. Danforth.....Wilmington, Del.
Adam Pfromm.....Philadelphia, Pa.
Pfromm & Kindig.
Jno. C. Muth.....Baltimore, Md.
Muth Bros. & Co.

FLORIDA

- F. T. Christie.....Jacksonville, Fla.
Christie-Groover Drug Co.
- A. N. O'Keeffe.....Jacksonville, Fla.
Florida Drug & Chemical Co.
- Chas. G. Harris.....Jacksonville, Fla.
Southern Mfg. Co.

GEORGIA

- A. M. Reid.....Atlanta, Ga.
Lamar & Rankin Drug Co.
- H. H. Arrington.....Rome, Ga.
Curry-Arrington Co.
- J. G. Smith.....Savannah, Ga.
Columbia Drug Co.

ILLINOIS

- W. C. Shurtleff.....Chicago, Ill.
Morrisson, Plummer & Co.
- Fred J. Greene.....Peoria, Ill.
Barker & Wheeler Co.
- I. S. White.....Rock Island, Ill.
Hartz & Bahnsen Co.

INDIANA

- E. H. Bindley, Sr.....Terre Haute, Ind.
E. H. Bindley & Co.
- Carl LeichEvansville, Ind.
Chas. Leich & Co.
- William J. Mooney.....Indianapolis, Ind.
Mooney-Mueller Drug Co.

INDIAN TERRITORY

- C. M. Spring.....Joplin, Mo.
C. M. Spring Drug Co.
- J. G. Davis.....Dallas, Texas
Greiner-Kelly Drug Co.
- B. T. Vanzant.....Paris, Texas
Paris Wholesale Drug Co.

IOWA

- Webb Souers.....Des Moines, Ia.
Iowa Drug Co.
M. E. Sherman.....Des Moines, Ia.
Des Moines Drug Co.
W. T. Harper, Jr.....Ottumwa, Ia.
J. W. Edgerly & Co.

KANSAS

- Frank A. Faxon.....Kansas City, Mo.
Faxon, Horton & Gallagher.
W. T. Bland.....Kansas City, Mo.
The McPike Drug Co.
G. Gehring.....Wichita, Kans.
The Southwestern Drug Co.

KENTUCKY

- B. C. Neat.....Louisville, Ky.
Peter-Neat-Richardson Co.
A. Lee Robinson.....Louisville, Ky.
Robinson-Pettet Co.
E. H. Cary.....Louisville, Ky.
Peter-Neat-Richardson Co.

LOUISIANA

- A. D. ParkerNew Orleans, La.
The Parker-Blake Co.
C. B. Dicks.....New Orleans, La.
Finlay, Dicks & Co.
Lucien E. Lyons.....New Orleans, La.
I. L. Lyons & Co.

MAINE

- E. S. Everett.....Portland, Me.
Cook, Everett & Pennell.
Charles M. Hay.....Portland, Me.
H. H. Hay's Sons.
A. B. Hodsdon.....Portland, Me.
J. E. Goold & Co.

MARYLAND

- Henry B. Gilpin.....Baltimore, Md.
The Henry B. Gilpin Co.
- G. Frank Baily.....Baltimore, Md.
James Baily & Son.
- G. F. Brooks.....Baltimore, Md.
Ferrell-Kellam Drug Co.

MASSACHUSETTS

- E. A. Brewer.....Worcester, Mass.
Brewer & Co.
- Charles A. West.....Boston, Mass.
Eastern Drug Co.
- Fred L. Carter.....Boston, Mass.
Carter, Carter & Meigs.

MICHIGAN

- A. S. Brooks.....Detroit, Mich.
Williams-Davis-Brooks & Hinchman Sons.
- J. S. Farrand, Jr.....Detroit, Mich.
Farrand, Williams & Clark.
- Lee M. Hutchins.....Grand Rapids, Mich.
Hazeltine & Perkins Drug Co.

MINNESOTA

- L. W. Leithhead.....Duluth, Minn.
L. W. Leithhead Drug Co.
- Daniel R. Noyes.....St. Paul, Minn.
Noyes Bros. & Cutler.
- J. C. Eliel.....Minneapolis, Minn.
Lyman-Eliel Drug Co.

MISSISSIPPI

- S. Platt.....Vicksburg, Miss.
Estate of A. G. Cassell.
- O. W. Bethea.....Meridian, Miss.
Hopkins & Bethea.
- E. J. Hodge.....Natchez, Miss.
Natchez Drug Co.

MISSOURI

- Henry W. Evans.....Kansas City, Mo.
Evans-Smith Drug Co.
- Thos. F. Van Natta.....St. Joseph, Mo.
Van Natta-Lynds Drug Co.
- H. E. Papin.....St. Louis, Mo
Moffitt-West Drug Co.

MONTANA

- J. B. Rourke.....Butte, Mont.
Montana Drug Co.
- H. M. Parchen.....Helena, Mont.
Parchen Drug Co.
- H. H. Eliel.....Minneapolis, Minn.
Lyman-Eliel Drug Co.

NEBRASKA

- Aaron S. Raymond.....Lincoln, Neb.
Lincoln Drug Co.
- Charles F. Weller.....Omaha, Neb.
Richardson Drug Co.
- C. E. Bedwell.....Omaha, Neb.
E. E. Bruce & Co.

NEW HAMPSHIRE

- D. C. Woodman.....Concord, N. H.
C. H. Martin & Co.
- Geo. L. Fogg.....Portland, Me.
John W. Perkins Co.
- Ralph P. Hoagland.....Boston, Mass.
Hoagland & Mansfield.

NEW JERSEY

- Wm. O. Kuebler.....Newark, N. J.
Roeber & Kuebler.
- Charles S. Littell.....New York City
R. W. Robinson & Son Co.
- H. S. Valentine.....Philadelphia, Pa.
Smith, Kline & French Co.

NEW YORK

- C. F. Polk.....Troy, N. Y.
Polk & Calder Drug Co.
- Charles Gibson.....Albany, N. Y.
Walker & Gibson.
- Chas. W. Snow.....Syracuse, N. Y.
C. W. Snow & Co.

NORTH CAROLINA

- W. H. King.....Raleigh, N. C.
W. H. King Drug Co.
- Jno. M. Scott.....Charlotte, N. C.
Jno. M. Scott & Co.
- Geo. T. Gray.....Norfolk, Va.
Williams, Martin & Gray.

NORTH DAKOTA

- John T. Kennedy.....Minneapolis, Minn.
Kennedy, Suffel & Andrews.
- Winthrop G. Noyes.....St. Paul, Minn.
Noyes Bros. & Cutler.
- L. W. Leithhead.....Duluth, Minn.
L. W. Leithhead Drug Co.

OHIO

- Leslie I. Metcalf.....Cleveland, O.
Benton, Hall & Co.
- J. D. Price.....Columbus, O.
Orr, Brown & Price.
- C. B. Kinnan.....Toledo, O.
Walding, Kinnan & Marvin Co.

OKLAHOMA

- Edward S. Malone.....Oklahoma City, Okla.
Alexander Drug Co.
- Charles E. Potts.....Wichita, Kan.
C. E. Potts Drug Co.
- Henry D. Faxon.....Kansas City, Mo.
Faxon, Horton & Gallagher.

OREGON

- Louis Blumauer.....Portland, Ore.
 Blumauer-Frank Drug Co.
 William F. Woodward.....Portland, Ore.
 Woodard, Clarke & Co.
 Christian W. Smith.....San Francisco, Cal.
 Redington & Co.

PENNSYLVANIA

- M. N. Kline.....Philadelphia, Pa.
 Smith, Kline & French Co.
 Miers Busch.....Philadelphia, Pa.
 Shoemaker & Busch.
 Samuel R. Kelly.....Pittsburgh, Pa.
 George A. Kelly Co.

RHODE ISLAND

- William O. Blanding.....Providence, R. I.
 Blanding & Blanding.
 Benj. A. Jackson.....Providence, R. I.
 Geo. L. Claflin Co.
 Bernard Jenney, Jr.....Boston, Mass.
 Eastern Drug Co.

SOUTH CAROLINA

- W. J. Murray.....Columbia, S. C.
 The Murray Drug Co.
 Andrew J. Geer.....Charleston, S. C.
 The Geer Drug Co.
 W. G. Tolleson.....Spartanburg, S. C.
 Crutchfield-Tolleson Co.

SOUTH DAKOTA

- A. J. More.....Sioux City, Iowa
 Hornick, Hess & More.
 E. E. Bruce.....Omaha, Neb.
 E. E. Bruce & Co.
 Harry S. Weller.....Omaha, Neb.
 Richardson Drug Co.

TENNESSEE

- Chas. S. Martin.....Nashville, Tenn.
Spurlock-Neal Co.
J. S. Horn.....Memphis, Tenn.
Hessig-Ellis Drug Co.
A. J. Albers.....Knoxville, Tenn.
Sanford, Chamberlain & Albers Co.

TEXAS

- J. T. Berry.....Dallas, Tex.
J. W. Crowdus Drug Co.
W. E. Greiner.....Dallas, Tex.
Greiner-Kelly Drug Co.
R. N. McKnight.....Waco, Tex.
The Behrens Drug Co.

VERMONT

- F. C. Herrington.....Burlington, Vt.
Burlington Drug Co.
Jas. F. Cowee.....Troy, N. Y.
John L. Thompson, Sons & Co.
W. D. Bunny.....Troy, N. Y.
Schneider & Macy Drug Co.

VIRGINIA

- E. D. Taylor.....Richmond, Va.
Powers-Taylor Drug Co.
D. M. Penick.....Lynchburg, Va.
Strother Drug Co.
E. S. Leadbeater.....Alexandria, Va.
E. S. Leadbeater & Sons.

WASHINGTON

- A. B. Stewart.....Seattle, Wash.
Stewart & Holmes Drug Co.
L. Brinckerhoff.....Seattle, Wash.
Pacific Drug Co.
A. W. Doland.....Spokane, Wash.
Spokane Drug Co.

WISCONSIN

Wm. B. Strong.....Milwaukee, Wis.
 Jerman, Pflueger & Kuehmsted Co.
 Henry Dohmen.....Milwaukee, Wis.
 The F. Dohmen Co.
 T. H. Spence.....LaCrosse, Wis.
 Spence-McCord Drug Co.

WYOMING

Jno. P. Cobb.....Salt Lake City, Utah
 Nelden-Judson Drug Co.
 Jno. J. Judson.....Salt Lake City, Utah
 W. A. Nelden Drug Co.
 W. A. Hover.....Denver, Colo.
 W. A. Hover & Co.

ACTIVE MEMBERS

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Members are requested to report any inaccuracies in these lists and to notify the Secretary of all changes in the style of firm or corporation and in the names of members or officers.

ALABAMA

BIRMINGHAM

DOSTER-NORTHINGTON DRUG CO.

J. T. Doster, President.

F. D. Nabers, Vice-President.

M. P. Northington, Treasurer.

W. A. Davies, Secretary.

MOBILE

BROWN, A. E. & E. V.

Albert E. Brown.

Eugene V. Brown.

MOBILE DRUG CO.

Samuel Eichold, President.

Norborne R. Clark, Secretary.

MONTGOMERY

GAY, HARDIE & DURR.

Charles L. Gay.

Bradford Hardie.

John W. Durr, Jr.

GREIL BROTHERS CO.

E. Lobman, President.

N. J. Greil, Vice-President.

M. L. Greil, Secretary & Treasurer.

Terry T. Greil, Manager.

ACTIVE MEMBERS—Continued.

ARKANSAS

FAYETTEVILLE

WHITLOW-WILLIAMS DRUG CO.

J. P. Hight, President.

W. H. Whitlow, Vice-President and Manager.

T. C. Skaggs, Secretary.

W. L. Stuckey, Treasurer.

LITTLE ROCK

LINCOLN COMPANY, C. J.

Chas. J. Lincoln, President & Treasurer.

Jos. H. Brown, Vice-President & Manager.

Chas. K. Lincoln, Secretary.

PINE BLUFF

DEWOODY & Co., W. L.

W. L. Dewoody.

Geo. E. Valliant.

MANN-TANKERSLEY DRUG CO.

W. Z. Tankersley, President.

F. L. Fox, Vice-President.

J. H. Mann, Secretary & Treasurer.

CALIFORNIA

LOS ANGELES

BRAUN COMPANY, F. W.

F. W. Braun, President & General Manager.

L. N. Brunswig, First Vice-President.

G. Knecht, Second Vice-President.

Wm. Kennedy, Secretary & Treasurer.

(Branch Houses at San Diego and San Francisco,
Cal.)

WESTERN WHOLESALE DRUG CO.

H. M. Sale, President.

L. D. Sale, Vice-President.

A. H. Braly, Treasurer.

L. Schiff, Secretary.

ACTIVE MEMBERS--Continued.

SACRAMENTO

KIRK, GEARY & Co.

Mrs. H. C. Kirk.

Wm. Geary.

Agnes Kirk.

H. S. Kirk.

SAN FRANCISCO

CALIFORNIA FIG SYRUP Co.

R. E. Queen, General Manager, San Francisco.

Geo. A. Newman, Gen'l Eastern Agt., Louisville, Ky.

Coffin, Redington & Co., Agents, 30 Cliff St., New York.

LANGLEY & MICHAELS Co.

Henry Michaels, President.

Robt. Watt, Vice-President.

C. F. Michaels, Treasurer.

F. T. Norton, Secretary.

MACK & Co.

Adolph Mack.

Leon Guggenhime.

Fred S. Kellogg.

REDINGTON & COMPANY.

William P. Redington.

Christian W. Smith.

Isaac S. Coffin, New York.

(New York House, Coffin, Redington & Co., 30 Cliff St.)

WITTENBERG Co., E. J.

George M. Willcox, President & Treasurer.

Clarence H. La Boyteaux, Secretary.

ACTIVE MEMBERS—Continued.

COLORADO

COLORADO SPRINGS

HEFLEY-ARCULARIUS DRUG Co., THE

F. H. Arcularius, President.

W. J. Hefley, Vice-President.

R. H. Hefley, Secretary & Treasurer.

DENVER

DAVIS-BRIDAHAM DRUG Co., THE

J. C. Davis, President.

L. B. Bridaham, Vice President & General Manager.

F. L. Andrews, Secretary.

HOVER & Co., W. A.

W. A. Hover.

C. L. Hover.

H. M. Harding.

PUEBLO

TAYLOR DRUG Co., THE GEO. E.

Geo. E. Taylor, President & Treasurer.

Chas. Cavender, Vice-President.

A. S. Booth, Secretary.

CONNECTICUT

HARTFORD

SISSON & Co., T.

Thomas Sisson.

George P. Chandler.

TALCOTT & COMPANY, C. H.

Charles H. Talcott, Sole Proprietor.

NEW HAVEN

LEETE Co., THE CHAS. S.

Charles S. Leete, President.

Jeremiah B. Leete, Treasurer.

H. C. Chamberlain, Secretary.

ACTIVE MEMBERS—Continued.

NEW HAVEN—Continued.

WHITTLESEY CO., THE CHARLES W.

C. W. Whittlesey, President & General Manager.

A. D. deBussy, Secretary & Treasurer.

F. A. Wolff, Asst. General Manager.

NEW LONDON

NICHOLS & HARRIS

Horace H. Daboll.

Martha R. Harris.

NORWICH

LEE & OSGOOD CO., THE

W. B. Young, President & Manager.

J. G. Burnett, Treasurer.

OSGOOD & CO., CHAS.

C. H. Osgood, Sole Proprietor.

WATERBURY

APOTHECARIES HALL CO.

F. B. Rice, President,

Isaac P. Kellogg, Treasurer.

Newton C. Smith, Asst. Treasurer.

Levi Wilcox, Secretary.

A. S. Clark, Asst. Secretary.

DELAWARE

WILMINGTON

DANFORTH, N. B.

FLORIDA

JACKSONVILLE

CHRISTIE-GROOVER DRUG CO., THE

Flavius T. Christie, President.

Frank C. Groover, Vice-President.

Marshall W. Stewart, Secretary & Treasurer.

ACTIVE MEMBERS—Continued.

GEORGIA

ATLANTA

LAMAR & RANKIN DRUG CO.

H. J. Lamar, President.
W. D. Lamar, Vice-President.
W. A. Martin, Secretary.
H. A. Read, Treasurer.
A. M. Reid, Manager.

AUGUSTA

AUGUSTA DRUG CO.

John Plinizy, President & Treasurer.
N. L. Willet, Vice-President.
W. B. Marks, Manager.
John W. Haley, Secretary.

MACON

LAMAR, TAYLOR & RILEY DRUG CO.

R. J. Taylor, President.
W. M. Johnston, Vice-President.
C. C. McPhail, Secretary & Treasurer.
J. B. Riley, Manager.

ROME

CURRY-ARRINGTON CO.

D. W. Curry, President.
H. H. Arrington, Secretary & Treasurer.

SAVANNAH

COLUMBIA DRUG COMPANY

A. E. Smith, President.
J. G. Smith, Secretary & Treasurer.

SOLOMONS COMPANY

J. M. Solomons, President.
I. A. Solomons, Vice-President & Manager.

ACTIVE MEMBERS—Continued.

ILLINOIS

BLOOMINGTON

WAKEFIELD & Co., C.

Oscar Wakefield, Manager.

Dr. Homer Wakefield.

Mrs. Emma W. Eddy.

Mrs. Hattie W. Brady.

CAIRO

SCHUH DRUG COMPANY

Paul G. Schuh, President & Treasurer.

Harry W. Schuh, Vice-President & Manager.

Walter Denzel, Secretary.

CHICAGO

MORRISON, PLUMMER & COMPANY

James W. Morrison, President.

Wilford C. Shurtleff, Vice-President.

Elgar G. Hibberd, Second Vice-President.

Walter H. Atwater, Secretary & Treasurer.

SEARLE & HERETH Co., THE

J. C. Flowers, President.

A. R. Fellows, Vice-President & Manager.

O. T. Eastman, Treasurer.

F. L. E. Gauss, Secretary.

PEORIA

ALLAIRE, WOODWARD & Co.

James A. Smith, President & General Manager.

H. J. Woodward, Vice-President.

J. N. Ward, Secretary.

Eliot Callender, Treasurer.

BARKER & WHEELER Co.

Walter Barker, President.

C. R. Wheeler, Vice-President.

F. L. Horn, Second Vice-President.

A. J. Tapping, Secretary.

F. J. Greene, Treasurer & Manager.

ACTIVE MEMBERS—Continued.

PEORIA—Continued.

COLBURN, BIRKS & Co.

Walter P. Colburn, President & General Manager.

Henry Simoneau, Vice-President.

John Birks, Treasurer.

G. De F. Kinney, Secretary.

QUINCY

SOMMER'S DRUG Co., ALDO

Aldo Sommer, President & Treasurer.

Chas. E. Lionberger, Vice-President.

Philip Schanz, Secretary.

ROCK ISLAND

HARTZ & BAHNSEN Co.

B. C. Hartz, President.

F. W. Bahnsen, Vice-President.

I. S. White, Secretary & Treasurer.

INDIANA

EVANSVILLE

LEICH & Co., CHARLES

Charles Leich.

Carl Leich.

Walter Leich.

Herbert Leich.

Clarence Leich.

FORT WAYNE

FORT WAYNE DRUG COMPANY

Henry C. Paul, President.

John H. Jacobs, Vice-President.

Henry J. Bowerfind, Secretary.

Fred G. Landenberger, Treasurer.

ACTIVE MEMBERS—Continued.

INDIANAPOLIS

KIEFER DRUG CO., A.

Augustus Kiefer, President.

G. Barret Moxley, First Vice-President.

M. P. Lynch, Second Vice-President.

J. Edward Stilz, Secretary & Treasurer.

MOONEY-MUELLER DRUG CO.

William J. Mooney, President.

J. George Mueller, Secretary & Treasurer.

STEWART CO., DANIEL

John N. Carey.

William Scott.

M. S. Carey.

M. S. Scott.

WARD BROS. DRUG CO.

Marion Ward, President.

C. S. Dearborn, Secretary.

NEW ALBANY

KNOEFEL, CHAS. D.

TERRE HAUTE

BINDLEY & Co., E. H.

E. H. Bindley, Sr.

E. H. Bindley, Jr.

J. B. Bindley.

IOWA

BURLINGTON

CHURCHILL DRUG CO.

F. S. Churchill, President.

A. T. Churchill, Secretary & Treasurer.

H. Bouquet, Assistant Secretary.

ACTIVE MEMBERS—Continued.

CEDAR RAPIDS

CHURCHILL DRUG Co., THE

A. T. Churchill, President.

F. S. Churchill, Vice-President & Treasurer.

F. Junkermann, Secretary & Manager.

J. C. Coxé, Superintendent.

CLINTON

OLNEY & McDAID

A. R. Olney, President & Treasurer.

B. F. Moffett, Vice-President.

R. L. Hastings, Secretary.

COUNCIL BLUFFS

HARLE-HAAS DRUG Co.

Willoughby Dye, President.

H. Z. Haas, Vice-President.

H. D. Harle, Manager & Treasurer.

S. S. Elliott, Secretary.

DES MOINES

DES MOINES DRUG Co.

H. L. Spencer, President.

G. N. Spencer, Vice-President.

M. E. Sherman, Secretary, Treasurer & Manager.

IOWA DRUG COMPANY

Webb Souers, President & Treasurer.

M. A. Rawson, Vice-President.

T. D. Cornell, Secretary.

MARSHALLTOWN

McBRIDE & WILL DRUG Co.

W. S. McBride, President.

Mrs. Christene Will, Vice-President.

R. W. McBride, Secretary.

E. C. Will, Treasurer.

ACTIVE MEMBERS—Continued.

OTTUMWA

EDGERLY & Co., J. W.

W. T. Harper, Jr., President.

A. S. Udell, Vice-President.

Dr. E. T. Edgerly, Secretary & Treasurer.

SIOUX CITY

HORNICK, HESS & MORE

John Hornick, President.

A. J. More, Vice-President.

S. H. Hess, Secretary & Treasurer.

KANSAS

WICHITA

POTTS DRUG Co., THE C. E.

Charles E. Potts, President.

Wm. E. Bailey, Vice-President.

Chas. A. Englehart, Second Vice-President.

Frenk Redfield, Treasurer.

Ferd. E. Evans, Secretary.

SOUTHWESTERN DRUG Co., THE

G. Gehring, President.

F. Henrion, Vice-President.

J. A. Murphy, Secretary & Treasurer.

J. W. Cookson, Manager.

Willis Davis, Assistant Manager.

KENTUCKY

LOUISVILLE

PETER-NEAT-RICHARDSON Co.

M. Cary Peter, President.

W. H. Richardson, Vice-President.

B. C. Neat, Secretary.

O. C. Richardson, Treasurer.

ACTIVE MEMBERS—Continued.

LOUISVILLE—Continued.

ROBINSON-PETTET Co.

Charles H. Pettet, President.
A. Lee Robinson, Vice-President.
Charles P. Barton, Treasurer.
Chas. P. Frick, Secretary.

LOUISIANA

NEW IBERIA

ESTORGE DRUG Co.

Albert Estorge.
Ed. L. Estorge.

NEW ORLEANS

FINLAY, DICKS & Co. (Limited)

F. A. Dicks, President.
C. B. Dicks, Vice-President.
T. J. Ferguson, Secretary & Treasurer.

LYONS & Co., I. L. (Limited)

I. L. Lyons, President.
J. C. Lyons, Vice-President.
T. H. Lyons, Treasurer.
J. W. Phillips, Secretary.

PARKER-BLAKE COMPANY, THE (Limited)

A. D. Parker, President.
Jno. M. Parker, Vice-President.
C. C. Johnston, Treasurer.
P. H. Brown, Secretary.

VERMONT CHEMICAL MFG. Co.

H. B. Howell, President.
H. M. Shilstone, Treasurer.
E. M. Perrin, Secretary.

SHREVEPORT

MORRIS & DICKSON Co. (Limited)

S. A. Dickson, President.
C. E. Perroncel, Vice-President & Treasurer.
J. H. Milling, Secretary.

ACTIVE MEMBERS—Continued.

MAINE

PORTLAND

COOK, EVERETT & PENNELL

Charles Cook.

E. S. Everett.

H. B. Pennell.

GOOLD & Co., J. E.

Joseph E. Goold, President & Treasurer.

Arthur B. Hodsdon, Clerk.

HAY'S SONS, H. H.

Charles M. Hay.

Edward A. Hay.

PERKINS Co., JOHN W.

John W. Perkins, President.

Benjamin A. Perkins.

George L. Fogg.

Bion R. Lane.

William P. Millay, Treasurer.

MARYLAND

BALTIMORE

BAILY & SON, JAMES

James Baily.

G. Frank Baily.

James Carey.

Charles H. Carey.

EMERSON DRUG COMPANY

Isaac E. Emerson, President.

John F. Waggaman, Vice-President.

Joseph F. Hindes, Secretary & Treasurer.

Parker Cook, Assistant Treasurer.

FERRELL-KELLAM DRUG Co.

G. Léon Ferrell, President.

W. C. Parkhurst, Vice-President.

G. F. Brooks, Secretary & Treasurer.

ACTIVE MEMBERS—Continued.

BALTIMORE—Continued.

GILPIN COMPANY, THE HENRY B.

Henry B. Gilpin, President.
Charles F. Husted, Vice-President.
Joseph Robb, Jr., Secretary.
H. H. Robinson, Treasurer.

MUTH BROTHERS & CO.

George L. Muth.
John C. Muth.
John S. Muth.

SHARP & DOHME

Louis Dohme, President.
Charles E. Dohme, Vice-President.
Alfred R. L. Dohme, Second Vice-President.
E. Stauffen, Secretary & Treasurer.
(Laboratories, Baltimore, Md.; General Offices, 41
John St., New York.)

MASSACHUSETTS

BOSTON

CARTER, CARTER & MEIGS

Fred L. Carter.
Herbert L. Carter.
Joseph E. Meigs.

EASTERN DRUG COMPANY

Charles C. Goodwin, President.
Charles A. West, Vice-President.
Charles F. Cutler, Treasurer.
Bernard Jenney, Jr., Assistant Treasurer.
William W. Cutler, Secretary.

GILMAN BROTHERS

Gorham D. Gilman.
John A. Gilman.

ACTIVE MEMBERS—Continued.

BOSTON—Continued.

HOAGLAND & MANSFIELD

Ralph P. Hoagland.

Henry K. Mansfield.

METCALF Co., THEODORE

Frank A. Davidson, President.

Edwin W. Shedd, Vice-President.

Edward F. Varney, Secretary.

LOWELL

HOYT & Co., E. W.

F. B. Shedd, Proprietor.

LYNN

PINKHAM MEDICINE Co., THE LYDIA E.

William H. Gove, President and General Manager.

Arthur W. Pinkham, Vice-President.

Aroline P. Gove, Treasurer.

WORCESTER

BREWER & Co.

E. A. Brewer, Sole Proprietor.

MICHIGAN

DETROIT

FARRAND, WILLIAMS & CLARK

Richard P. Williams, President.

F. E. Bogart, Vice-President.

J. S. Farrand, Jr., Secretary & Treasurer.

NELSON, BAKER & Co.

E. H. Nelson, President & General Manager.

George Peck, Vice-President.

Dr. A. B. Lyons, F. C. S., Secretary.

Wm. S. Baker, Treasurer.

ACTIVE MEMBERS—Continued.

DETROIT—Continued.

PARKE, DAVIS & COMPANY

Theodore D. Buhl, President.
D. C. Whitney, Vice-President.
Ernest G. Swift, General Manager.
John H. Smedley, Secretary & Treasurer.

WILLIAMS-DAVIS-BROOKS & HINCHMAN SONS

William C. Williams, President.
James E. Davis, Vice-President & General Manager.
Charles C. Hinchman, Second Vice-President.
John M. Hinchman, Treasurer & Auditor.
Alanson S. Brooks, Secretary.

GRAND RAPIDS

HAZELTINE & PERKINS DRUG CO.

Charles S. Hazeltine, President.
Cornelius Crawford, Vice-President.
Lee M. Hutchins, Secretary & Treasurer.
Henry B. Fairchild, General Manager.

SAGINAW

SAGINAW VALLEY DRUG CO.

(The Smart & Fox Company, Proprietors.)
Geo. A. Alderton, President.
F. J. Fox, Vice-President.
J. S. Smart, Secretary & Treasurer.
John W. Smart, Manager.

MINNESOTA

DULUTH

LEITHHEAD DRUG CO., L. W.

L. W. Leithhead, President & Manager.
Chas. E. DeWitt, Secretary & Treasurer.

MINNEAPOLIS

KENNEDY, SUFFEL & ANDREWS (Inc.)

John T. Kennedy, President & Manager.
Sewall D. Andrews, Vice-President.
Frank H. Suffel, Secretary & Treasurer.

ACTIVE MEMBERS—Continued.

MINNEAPOLIS—Continued.

LYMAN-ELIEL DRUG CO.

G. R. Lyman, President.

J. C. Eliel, Vice-President.

F. W. Lyman, Treasurer.

H. H. Eliel, Secretary.

ST. PAUL

NOYES BROS. & CUTLER

Daniel R. Noyes.

Charles P. Noyes.

Edward H. Cutler.

Winthrop G. Noyes.

Thomas E. Ludington.

Julian Noyes Kirby.

SCHIFFMANN CO., R.

R. Schiffmann, M. D., President.

R. J. Schiffmann, Vice-President.

F. C. Schiffmann, Secretary.

MISSISSIPPI

GREENVILLE

GOYER COMPANY, THE

Jno. R. Pepper, President.

Edmund Taylor, Vice-President & General Manager.

J. D. Barbee, Jr., Secretary & Treasurer.

E. J. Hueston, Manager Drug Department.

MERIDIAN

HOPKINS & BETHEA

W. E. Hopkins.

O. W. Bethea.

NATCHEZ

NATCHEZ DRUG CO.

John H. Chambliss, President & Treasurer.

Edward J. Hodge, Vice-President & Manager.

ACTIVE MEMBERS—Continued.

VICKSBURG

CASELL, A. G. (ESTATE OF)

L. H. Chapman, Executor.

S. Platt, Manager.

QUIN-SHARPE DRUG COMPANY

R. A. Quin, President.

L. K. Sharpe, Vice-President.

K. W. Grafton, Secretary, Treasurer & General Manager.

MISSOURI

JOPLIN

SPRING DRUG Co., C. M.

C. M. Spring, President.

F. H. Spring, Vice-President & Secretary.

J. E. Raymond, Treasurer.

KANSAS CITY

EVANS-SMITH DRUG Co.

H. W. Evans, President.

J. L. Smith, Vice-President.

G. W. Evans, Secretary.

W. V. Wherrett, Treasurer.

FAXON, HORTON & GALLAGHER

Frank A. Faxon.

J. C. Horton.

J. A. Gallagher.

McPIKE DRUG Co., THE

W. C. McPike, President.

W. T. Bland, Vice-President.

T. M. Walker, Secretary & Treasurer.

ST. JOSEPH

SMITH DRUG Co., C. D.

L. M. Smith, President.

E. C. Smith, Vice-President.

R. O. McBride, Secretary & Treasurer.

ACTIVE MEMBERS—Continued.

ST. JOSEPH—Continued.

VAN NATTA-LYNDS DRUG CO.

T. F. Van Natta, President.

D. E. Lynds, Vice-President.

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TENNESSEE

CHATTANOOGA

CHATTANOOGA MEDICINE CO., THE

Z. C. Patten, President.

J. T. Lupton, Vice-President & Treasurer.

J. A. Patten, Secretary.

VERMONT

BURLINGTON

WELLS & RICHARDSON Co.

Edward Wells, President.

Henry Wells, Vice-President.

W. J. Van Patten, Treasurer.

Frederick H. Wells, Secretary.

Frank R. Wells, Assistant Secretary.

George M. Besett, General Manager.

RUPERT

GUILD, DR. J. H.

H. C. Guild.

C. M. Sheldon.

Ella C. Roberts.

M. F. Roberts, Manager.

ASSOCIATE MEMBERS—Continued.

VIRGINIA

RICHMOND

RANDOLPH PAPER BOX CO., THE

J. H. Randolph, President.

A. J. Cavanaugh, Vice-President & Gen'l Manager.

Geo. Watt, Secretary & Treasurer.

VALENTINE'S MEAT JUICE COMPANY

Granville G. Valentine, President.

Benjamin B. Valentine, Vice-President.

Frederick S. Valentine, Treasurer.

Edward P. Valentine, Secretary.

WASHINGTON

SEATTLE

SANIPURE FOOD COMPANY

E. A. Stuart, President & Treasurer.

H. E. Barber, Vice-President.

L. R. Hardenbergh, Secretary.

WISCONSIN

BLACK RIVER FALLS

COLE & Co., J. W.

J. W. Cole.

F. W. Cole.

RACINE

HORLICK'S FOOD COMPANY

James Horlick, President.

A. J. Horlick, Vice-President.

Wm. Horlick, Secretary & Treasurer & General
Manager.

Wm. Horlick, Jr., Assistant Secretary & Treasurer.

ASSOCIATE MEMBERS—Continued.

DOMINION OF CANADA

QUEBEC

MONTREAL

EVANS & SONS (Limited)

LYMAN-KNOX COMPANY, THE

Charles Lyman, President.

James W. Knox, Vice-President & Manager.

F. G. Lyman, Secretary.

J. R. H. Grier, Treasurer.

(Toronto Branch: Lyman, Knox & Clarkson, Limited.)

LYMAN, SONS & Co.

Estate Henry Lyman.

Henry H. Lyman.

Arthur Lyman.

ENGLAND

LONDON

LIEBIG'S EXTRACT OF MEAT CO., L'T'D

(Corneille, David & Co., Agts., 120 Hudson St.,
New York.)

WELLCOME, HENRY S.

HONORARY MEMBERS

ELECTED

J. M. FLINT, M. D., Smithsonian Institution, Washington ..	1890
F. W. SCHULTE, Kansas City, Mo.....	1894
J. C. FOX, Atchison, Kan.....	1901
EDWARD C. FRISBIE, Hartford, Conn.....	1902
THOMAS LORD, Chicago, Ill.....	1903

COMPLIMENTARY MEMBERS

ATLANTA

"SOUTHERN DRUG JOURNAL."

BOSTON

"THE APOTHECARY AND NEW ENGLAND DRUGGIST," 145
High St.

CHICAGO

"PAINT, OIL AND DRUG REVIEW," 84 LaSalle St.

"WESTERN DRUGGIST," 353 Dearborn St.

DETROIT

"BULLETIN OF PHARMACY."

MONTREAL

"MONTREAL PHARMACEUTICAL JOURNAL."

NEW YORK

"AMERICAN DRUGGIST AND PHARMACEUTICAL RECORD," 62
West Broadway.

"MERCK'S REPORT," University Place.

"OIL, PAINT AND DRUG REPORTER," 100 William St.

"PHARMACEUTICAL ERA," 90 William St.

"PRACTICAL DRUGGIST," 108 Fulton St.

ST. LOUIS

"MEYER BROTHERS DRUGGIST," 222 South Broadway..

"NATIONAL DRUGGIST," Century Building.

ALPHABETICAL LIST OF ACTIVE MEMBERS

256

Acme Drug Co.....	Anderson, S. C.
Alexander Drug Co.....	Oklahoma City, Okla.
Allaire, Woodward & Co.....	Peoria, Ill.
Allcock Mfg. Co.....	274 Canal St., New York
Antikamnia Chemical Co..	1622-1624 Pine St., St. Louis
Apothecaries Hall Co.....	Waterbury, Conn.
Aschenbach & Miller.....	400 N. 3d St., Philadelphia
Augusta Drug Co.....	Augusta, Ga.
Bailey Drug Co., The.....	Zanesville, Ohio
Baily & Son, James.....	28 S. Hanover St., Baltimore
Baker & Bro., H. J.....	100 William St., New York
Barker & Wheeler Co.....	Peoria, Ill.
Barker, Moore & Mein Medicine Co., The	312-316 Green St., Philadelphia
Battle & Co.....	2001 Locust St., St. Louis
Beall & Steele Drug Co., The.....	Steubenville, Ohio
Behrens Drug Co., The.....	Waco, Tex.
Benton, Hall & Co..	107-119 Water St., Cleveland, Ohio
Berry, Demoville & Co.....	Nashville, Tenn.
Bindley & Co., E. H.....	Terre Haute, Ind.
Blanding & Blanding.....	Providence, R. I.
Blauw & Brickner Drug Co.....	Rochester, N. Y.
Blumauer-Frank Drug Co.....	Portland, Ore.
Bodeker Drug Co., The.....	Richmond, Va.
Boehringer & Soehne, C. F..	5 & 7 Cedar St., New York
Braun Co., F. W.....	Los Angeles & San Diego, Cal.
Brewer & Co.....	Worcester, Mass.
Britt, Loeffler & Weil.....	37 Bowery, New York
Brown, A. E. & E. V.....	Mobile, Ala.
Bruce & Co., E. E.....	Omaha, Neb.
Bruen, Ritchey & Co..	212-214 Fulton St., New York

ACTIVE MEMBERS—Continued.

Burlington Drug Co.....Burlington, Vt.
 Butterworth & Co., C. H..125 Market St., Philadelphia

California Fig Syrup Co...San Francisco & Louisville
 (Coffin, Redington & Co., Agts., 30 Cliff St., N. Y.)
 Carter, Carter & Meigs....20-38 Merrimac St., Boston
 Carter Medicine Co.....57 Murray St., New York
 Cassell, A. G. (Estate of).....Vicksburg, Miss.
 Chapman, White, Lyons Company..Knoxville, Tenn.
 Charleston Drug Mfg. Co.....Charleston, S. C.
 Christie-Groover Drug Co.....Jacksonville, Fla.
 Churchill Drug Co..Burlington & Cedar Rapids, Iowa
 Claflin Company, Geo. L.....Providence, R. I.
 Colburn, Birks & Co.....Peoria, Ill.
 Columbia Drug Co.....Savannah, Ga.
 Cook, Everett & Pennell.....Portland, Me.
 Crispell Co., The H. S.....Kingston, N. Y.
 Crittenton Co., The Chas. N..115 Fulton St., New York
 Crowds Drug Co., The J. W.....Dallas, Tex.
 Crutchfield-Tolleson Co.....Spartanburg, S. C.
 Curry-Arrington Co.....Rome, Ga.

Danforth, N. B.....Wilmington, Del.
 Davis-Bridaham Drug Co.....Denver, Colo.
 Des Moines Drug Co.....Des Moines, Iowa
 Dewoody & Co., W. L.....Pine Bluff, Ark.
 Dohmen Co., The F. (Ltd.).....Milwaukee, Wis.
 Doster-Northington Drug Co.....Birmingham, Ala.

Eastern Drug Co.....8 to 20 Fulton St., Boston
 Edgerly & Co., J. W.....Ottumwa, Iowa
 Elk Drug Co., The.....Binghamton, N. Y.
 Emerson Drug Co....308 W. Lombard St., Baltimore
 Estorge Drug Co.....New Iberia, La.
 Evans-Smith Drug Co.....Kansas City, Mo.

Fairchild Bros. & Foster.....74 Laight St., New York
 Farrand, Williams & Clark.....Detroit, Mich.

ACTIVE MEMBERS—Continued.

Faxon, Horton & Gallagher.....Kansas City, Mo.
 Feidt & Co., Geo. D.....528 Arch St., Philadelphia
 Felt Co., The Samuel.....Watertown, N. Y.
 Ferrell-Kellam Drug Co...128 Hanover St., Baltimore
 Finlay, Dicks & Co. (Ltd.)

Magazine & Common Sts., New Orleans
 Fort Wayne Drug Co.....Fort Wayne, Ind.
 Foster-Milburn Co....246 Michigan St., Buffalo, N. Y.
 Fraser Tablet Co., The..454 18th St., Brooklyn, N. Y.
 Fritzsche Brothers37 Barclay St., New York

Gay, Hardie & Durr.....Montgomery, Ala.
 Geer Drug Co., The.....Charleston, S. C.
 Gerity Brothers.....Elmira, N. Y.
 Gilman Brothers.....50 Franklin St., Boston
 Gilmore Drug Co., W. J..426-430 7th Ave., Pittsburgh
 Gilpin Co., Henry B...300 W. Lombard St., Baltimore
 Goold & Co., J. E.....Portland, Me.
 Goyer Co., The.....Greenville; Miss.
 Greil Bros. Co.....Montgomery, Ala.
 Greiner-Kelly Drug Co.....Dallas, Tex.

Hale, Justis & Co.....241 Walnut St., Cincinnati, Ohio
 Harle-Haas Drug Co.....Council Bluffs, Iowa
 Hartz & Bahnsen Co.....Rock Island, Ill.
 Hay's Sons, H. H.....Portland, Me.
 Hazeltine & Perkins Drug Co...Grand Rapids, Mich.
 Hefley-Arcularius Drug Co...Colorado Springs, Colo.
 Hessig-Ellis Drug Co., The.....Memphis, Tenn.
 Hillier's Son Co., R.....100 William St., New York
 Himrod Mfg. Co.....14-16 Vesey St., New York
 Hiscox Chemical Works.....Patchogue, N. Y.
 Hoagland & Mansfield.....94-98 Canal St., Boston
 Hopkins & Bethea.....Meridian, Miss.
 Hornick, Hess & More.....Sioux City, Iowa
 Hostetter Co., The.....57-61 Water St., Pittsburgh
 Houston Drug Company.....Houston, Tex.
 Hover & Co., W. A.....Denver, Colo.

Hoyt & Co., E. W.....Lowell, Mass.
Hubbard, Son & Co., Charles.....Syracuse, N. Y.
Humphreys' Homeopathic Medicine Co.
William & John Sts., New York

Jayne & Son, Dr. D....242 Chestnut St., Philadelphia
 Jerman, Pflueger & Kuehmsted Co...Milwaukee, Wis.

Lamar & Rankin Drug Co.....Atlanta, Ga.
 Lamar, Taylor & Riley Drug Co.....Macon, Ga.
 Lambert Pharmacal Co...21st & Locust Sts., St. Louis
 Langley & Michaels Co...34-40 1st St., San Francisco
 Larkin & Scheffer Chemical Co.

Leadbeater & Sons, E. S.....Alexandria, Va.
Lee & Osgood Co.....Norwich, Conn.
Leete Co., The Chas. S.....New Haven, Conn.
Lehn & Fink.....120 William St., New York
Leich & Co., Charles.....Evansville, Ind.
Leithhead Drug Co., L. W.....Duluth, Minn.
Lillybeck Drug Co.....Memphis, Tenn.
Lincoln Co., C. J.....,....Little Rock, Ark.
Lincoln Drug Co.....Lincoln, Neb.
Lloyd Bros.....Court & Plum Sts., Cincinnati, Ohio
Lyman-Eliel Drug Co.....Minneapolis, Minn.
Lyons & Co., I. L.....222 Camp St., New Orleans

ACTIVE MEMBERS—Continued.

McBride & Will Drug Co.....	Marshalltown, Iowa
McKesson & Robbins.....	91 Fulton St., New York
McPike Drug Co., The.....	Kansas City, Mo.
Mack & Co.....	13-15 Fremont St., San Francisco
Mallinckrodt Chemical Works	
	2d & Mallinckrodt Sts., St. Louis
Mann-Tankersley Drug Co.....	Pine Bluff, Ark.
Martin & Co., C. H.....	Concord, N. H.
Memphis Drug Co.....	Memphis, Tenn.
Merchant's Gargling Oil Co.....	Lockport, N. Y.
Merck & Co...8th St. & University Place,	New York
Merrell Drug Co., J. S....	4th & Market Sts., St. Louis
Merritt's Sons, Theodore.....	Newburgh, N. Y.
Metcalf Co., Theodore.....	39 Tremont St., Boston
Meyer Brothers Drug Co..	4th & Clark Ave., St. Louis
Mobile Drug Co.....	Mobile, Ala.
Moffitt-West Drug Co..	B'dway & Clark Ave., St. Louis
Montana Drug Co.....	Butte, Mont.
Mooney-Mueller Drug Co.....	Indianapolis
Morris & Dickson Co. (Ltd.).....	Shreveport, La.
Morrisson, Plummer & Co..	200 Randolph St., Chicago
Murdoch Co., J..N.....	Parkersburg, W. Va.
Murray Drug Co., The.....	Columbia, S. C.
Muth Brothers & Co....	23-25 S. Charles St., Baltimore
Natchez Drug Co.....	Natchez, Miss.
Nelden Drug Co., W. A.....	Salt Lake City, Utah
Nelden-Judson Drug Co.....	Salt Lake City, Utah
Nelson, Baker & Co.....	Detroit, Mich.
New York Quinine & Chemical Works (Ltd.)	
	114 William St., New York
Nichols & Harris.....	New London, Conn.
Noyes Bros. & Cutler.....	St. Paul, Minn.
Olney & McDaid.....	Clinton, Iowa
Orr, Brown & Price.....	Columbus, Ohio
Osgood & Co., Chas.....	Norwich, Conn.
Owens & Minor Drug Co.....	Richmond, Va.

Pabst Brewing Co.....	Milwaukee, Wis.
Pacific Drug Co.....	Seattle, Wash.
Paine Drug Co., The.....	Rochester, N. Y.
Parchen Drug Co.....	Helena, Mont.
Paris Wholesale Drug Co.....	Paris, Tex.
Parke, Davis & Co.....	Detroit, Mich.
Parker-Blake Co., The	

Peacock Chemical Co.....	112 N. 2d St., St. Louis
Perkins Co., John W.....	Portland, Me.
Peter-Neat-Richardson Co.....	Louisville, Ky.
Pfizer & Co., Charles.....	81 Maiden Lane, New York
Pfromm & Kindig.....	233 N. 2d St., Philadelphia
Pinkham Medicine Co., The Lydia E.....	Lynn, Mass.
Piso Company, The.....	Warren, Pa.
Plimpton, Cowan & Co.....	50 E. Swan St., Buffalo, N. Y.
Polk & Calder Drug Co.....	Troy, N. Y.
Potts Drug Co., The C. E.....	Wichita, Kan.
Powers-Taylor Drug Co.....	Richmond, Va.
Purcell, Ladd & Co.....	Richmond, Va.

Radway & Co.....	55 Elm St., New York
Redington & Co.....	23-29 Second St., San Francisco
Richardson Drug Co.....	Omaha, Neb.
Rio Chemical Co.....	56 Thomas St., New York
Robinson & Son Co., R. W...	186 Greenwich St., N. Y.
Robinson-Pettet Co.....	Louisville, Ky.
Roeber & Kuebler..	206 Washington St., Newark, N. J.
Roessler & Hasslacher Chemical Co., The	
	100 William St., New York

Saginaw Valley Drug Co.....Saginaw, Mich.
 San Antonio Drug Co.....San Antonio, Tex.
 Sanford, Chamberlain & Albers Co...Knoxville, Tenn.
 Sarra' 's Widow & Son, Jose'.... Havana, Cuba
 Schering & Glatz.....58 Maiden Lane, New York

ACTIVE MEMBERS—Continued.

- Schieffelin & Co.....170-172 William St., New York
 Schiffmann Co., R....369 Jackson St., St. Paul, Minn.
 Schneider & Macy Drug Co.....Troy, N. Y.
 Schuh Drug Company.....Cairo, Ill.
 Scott & Bowne.....409-415 Pearl St., New York
 Scott & Co., Jno. M.....Charlotte, N. C.
 Searle & Hereth Co., The....69-75 Wells St., Chicago
 Sharp & Dohme.....301 W. Pratt St., Baltimore
 (General Offices, 41 John St., New York.)
 Sheehan & Co., John H.....Utica, N. Y.
 Shipley-Massingham Co...701 Liberty St., Pittsburgh
 Shoemaker & Busch...511-515 Arch St., Philadelphia
 Shoemaker & Co., Robert.4th & Race Sts., Philadelphia
 Sisson & Co., T.....Hartford, Conn.
 Smith & Co., Valentine H.
 2d & Green Sts., Philadelphia
 Smith Drug Co., C. D.....St. Joseph, Mo.
 Smith, Kline & French Co.
 429-435 Arch St., Philadelphia
 Snow & Co., C. W.....Syracuse, N. Y.
 Solomons Company.....Savannah, Ga.
 Sommer's Drug Co., Aldo.....Quincy, Ill.
 Southwestern Drug Co., The.....Wichita, Kan.
 Spence-McCord Drug Co.....LaCrosse, Wis.
 Spokane Drug Co.....Spokane, Wash.
 Spring Drug Co., C. M.....Joplin, Mo.
 Spurlock-Neal Co.....Nashville, Tenn.
 Stark Drug Co., H. W.....Gainesville, Tex.
 Steelman & Archer.....117 Market St., Philadelphia
 Stein-Gray Drug Co...230 E. 4th St., Cincinnati, Ohio
 Stewart & Holmes Drug Co.....Seattle, Wash.
 Stewart Co., Daniel.....Indianapolis
 Strong, Cobb & Co...112 Superior St., Cleveland, Ohio
 Strother Drug Co..Lynchburg, Va., and Bristol, Tenn.
 Sultan Drug Co.....112 N. 2d St., St. Louis

 Talcott & Co., C. H.....Hartford, Conn.
 Tarrant Co., The.....44 Hudson St., New York

ACTIVE MEMBERS—Continued.

Taylor Drug Co., The Geo. E.....Pueblo, Colo.
 Thompson Drug Co.....Brownwood, Tex.
 Thompson, Sons & Co., John L.....Troy, N. Y.

Van Natta-Lynds Drug Co.....St. Joseph, Mo.
 Van Vleet-Mansfield Drug Co.....Memphis, Tenn.
 Vermont Chemical Mfg. Co.

206 Poydras St., New Orleans
 Vogeler Drug Co., Alfred. 217 E. 6th St., Cincinnati, O.

Wakefield & Co., C.....Bloomington, Ill.
 Walding, Kinnan & Marvin Co., The....Toledo, Ohio
 Walker & Gibson.....Albany, N. Y.
 Walther-Robertson Drug Co.. 436 7th Ave., Pittsburgh
 Wampole & Co., Henry K.

426-432 Fairmount Ave., Philadelphia
 Ward Bros. Drug Co.....Indianapolis
 Western Wholesale Drug Co.....Los Angeles, Cal.
 Whitlow-Williams Drug Co.....Fayetteville, Ark.
 Whittlesey Co., The Chas. W.....New Haven, Conn.
 Widder & Cafferata.....502 W. Broadway, New York
 Williams & Co., A. H.....Utica, N. Y.
 Williams-Davis-Brooks & Hinchman Sons....Detroit
 Williams, Martin & Gray.....Norfolk, Va.
 Wittenberg Co., E. J.

49-51 Stevenson St., San Francisco
 Woodard, Clarke & Co.....Portland, Ore.
 World's Dispensary Medical Association,

663 Main St., Buffalo, N. Y.
 Wyeth & Brother, John,
 111th & Washington Ave., Philadelphia

Yahr & Lange' Drug Co.....Milwaukee, Wis.

ALPHABETICAL LIST OF ASSOCIATE MEMBERS

205

- Abbott Alkaloidal Co...Ravenswood Station, Chicago
 Acme White Lead & Color Works.....Detroit, Mich.
 Albany Chemical Co.....Albany, N. Y.
 American Can Co...Bowling Green Bldg., New York
 American Chiclé Co.....Park Row Bldg., New York
 American Ferment Co.....81 Steuben St., Jersey City
 Anheuser-Busch Brewing Association
 (Malt-Nutrine Dept.).....St. Louis
 Ansbacher Co., A. B.....2629 Dearborn St., Chicago
 Antimigraine Company.....Valdosta, Ga.
 (Address G. A. Fuller, Sec., 155 W. 71st St., N. Y.)
 Armour & Company.....205 La Salle St., Chicago
 Armstrong Cork Co.....Pittsburgh
 Ayer Co., The J. C.....Lowell, Mass.
- Ballard, James F.....500-502 N. 2d St., St. Louis
 Barrett & Co., M. L.....219 Lake St., Chicago
 Barrett Mfg. Co. (Chemical Dept.)
 Land Title Bldg., Philadelphia
 Bauer & Black.....283 25th St., Chicago
 Berry Bros. (Limited).....Detroit, Mich.
 Billings-Clapp Co.....64 Federal St., Boston
 Bovinine Co., The...75 West Houston St., New York
 Bradfield Regulator Co., The.....Atlanta, Ga.
 Brown Oil Co., Robert B.....Rialto Bldg., St. Louis
 Buckeye Stamping Co., The.....Columbus, Ohio
 Buehler, Edward H.....134 Lake St., Chicago
 Burnett Co., Joseph.....36 India St., Boston
 Burrough Bros. Mfg. Co.
 509 W. Lombard St., Baltimore
- Calder Co., Albert L.....Providence, R. I.
 Campion & Co., J. W....916 Filbert St., Philadelphia

ASSOCIATE MEMBERS—Continued.

Centaur Company, The....77 Murray St., New York
 Chamberlain Medicine Co.....Des Moines, Iowa
 Chattanooga Medicine Co., The...Chattanooga, Tenn.
 Cheney Medicine Co.....Toledo, Ohio
 Chesebrough Mfg. Co.....17 State St., New York
 Chiris, Antoine.....18-20 Platt St., New York
 Churchill Chemical Co.....108 Murray St., New York
 Clarke Bros. & Co.....Peoria, Ill.
 Coca-Cola Co., The.....Atlanta, Ga.
 Cole & Co., J. W.....Black River Falls, Wis.
 Colgate & Co.....53-55 John St., New York
 Continental Varnish & Color Co....Kansas City, Mo.
 Curtius, Thos. M.....5 Platt St., New York

Davidson Rubber Co.....Caldwell St., Boston
 Davol Rubber Co.....Providence, R. I.
 Dean, Foster & Co.....14-16 Blackstone St., Boston
 Denver Chemical Mfg. Co...57 Laight St., New York
 Detroit White Lead Works.....Detroit, Mich.
 Devoe (F. W.) & C. T. Raynolds Co.

Fulton & William Sts., New York

De Witt & Co., E. C...203-205 La Salle Ave., Chicago
 Dickinson & Co., E. E.....Essex, Conn.
 Dodge & Olcott Co.....86-88 William St., New York
 Douglas Mfg. Co.....96-102 Church St., New York
 Dow Chemical Co.....Midland, Mich.

Eagle White Lead Co...1020 Broadway, Cincinnati, O.
 Evans & Sons (Limited).....Montreal, Canada

Farbenfabriken of Elberfeld Co....40 Stone St., N. Y.
 Fitzsimmons, Gleeson & Co....8 Cedar St., New York
 Fougera & Co., E.....26-30 N. William St., New York
 Fowle & Sons, Seth W.....81 High St., Boston
 Fox & Sons, H. C.

Schuylkill Ave. & Catharine St., Philadelphia

ASSOCIATE MEMBERS—Continued.

Fox, Fultz & Co.....18 Blackstone St., Boston
 French Lick Springs Hotel Co.....French Lick, Ind.

Garfield Tea Co...41st St. & 3d Ave., Brooklyn, N. Y.
 Gaunt & Janvier.....365-367 Canal St., New York
 General Chemical Co.....25 Broad St., New York
 Gibbs & Company.....102-104 Fulton St., New York
 Gordon Chemical Co., W. J. M.

1960-1970 Plum St., Cincinnati, Ohio
 Gould & Bros., S. W.....Malden, Mass.
 Grand Rapids Brush Co.....Grand Rapids, Mich.
 Grasselli Chemical Co.....784 Arcade, Cleveland, O.
 Green, G. G.....Woodbury, N. J.
 Gregory & Jennings Co..397-405 Cherry St., New York
 Grosvenor & J. M.....148 Pearl St., Boston
 Guild, Dr. J. H.....Rupert, Vt.

Hall & Ruckel.....215 Washington St., New York
 Hance Brothers & White

Callowhill & Marshall Sts., Philadelphia
 Harshaw, Fuller & Goodwin Co.

Electric Bldg., Cleveland, O.
 Hastings & Co.....819-821 Filbert St., Philadelphia
 Hathorn & Co. (Hathorn Spring).....Saratoga, N. Y.
 Henry Pharmacal Co...170 4th Ave., Louisville, Ky.
 Hill's Son & Co., Edward.....25 Cedar St., New York
 Hires Co., The Charles E.,

210-214 N. Broad St., Philadelphia
 Hood Co., C. I.....Lowell, Mass.
 Hopkins & Co., J. L.....100 William St., New York
 Hopkins, Ferd. T.....37 Great Jones St., New York
 Horlick's Food Company.....Racine, Wis.
 Horner, James B.....3 Platt St., New York

Illinois Glass Co.....Alton, Ill.
 Isaacs & Co., A.....58 Beekman St., New York

ASSOCIATE MEMBERS—Continued.

Jergens Co., Andrew

2533 Spring Grove Ave., Cincinnati, Ohio

Johnson & Co., I. S.....232 Summer St., Boston

Johnson & Johnson.....New Brunswick, N. J.

Johnston, Holloway & Co.

531 Commerce St., Philadelphia

Katharmon Chemical Co...101 N. Main St., St. Louis

Kilmer & Co., Dr.....Binghamton, N. Y.

Kline, Dr. R. H. (Ltd.) .931-933 Arch St., Philadelphia

Kress & Owen Co.....210 Fulton St., New York

Ladd & Coffin.....24 Barclay St., New York

Lanman & Kemp.....135-139 Water St., New York

Lasker & Bernstein.....161 William St., New York

Lavinò & Co., E. J....310 Bullitt Bldg., Philadelphia

Lawrence-Williams Co....283 St. Clair St., Cleveland

Lazell, Dalley & Co.....12 Duane St., New York

Lee Co., J. Ellwood.....Conshohocken, Pa.

Leeming & Co., Thos.....73 Warren St., New York

Leousi, Clonney & Co....134 William St., New York

Liebig's Extract of Meat Co., L't'd.

4 Lloyd's Ave., London, England;

120 Hudson St., New York

Lilly & Co., Eli.....Indianapolis

Liquozone Co., The...458-464 Wabash Ave., Chicago

Lucas & Co., John.....4th & Race Sts., Philadelphia

Lueders & Co., George...218-220 Pearl St., New York

Lyman-Knox Company, The.....Montreal, Canada

Lyman, Sons & Co.....Montreal, Canada

Lyon & Bro., C. B....172 E. 5th St., St. Paul, Minn.

Lyon Mfg. Co.....41-45 S. 5th St., Brooklyn, N. Y.

McIlvaine Brothers...1500 Hamilton St., Philadelphia

Magnus & Lauer.....92 Pearl St., New York

Maltine Co., The..8th Ave. & 18th St., Brooklyn, N. Y.

Mariani & Co.....52 W. 15th St., New York

Marion Flint Glass Co.....Marion, Ind.

ASSOCIATE MEMBERS—Continued.

Marx & Rawolle.....100 William St., New York
 Mellier Drug Co.....2112 Locust St., St. Louis
 Mephram & Co., Geo. S.....East St. Louis, Ill.
 Merrell Chemical Co., Wm. S.

515 E. 5th St., Cincinnati, O.
 Merz Capsule Co...172 St. Aubin Ave., Detroit, Mich.
 Miles Medical Co., The Dr.....Elkhart, Ind.
 Morgan Drug Co., The

1512 Atlantic Ave., Brooklyn, N. Y.
 Mound City Paint and Color Co.

811-813 N. 6th St., St. Louis
 Moxie Nerve Food Co. of New England,

69-71 Haverhill St., Boston
 Mulford Co., H. K....412-428 S. 13th St., Philadelphia
 Müllhens & Kropff.....298 Broadway, New York
 Munyon's Homeopathic Home Remedy Co.

53d & Jefferson Sts., Philadelphia
 Murray & Nickell Mfg. Co..147 W. Polk St., Chicago

National Lead Co.....100 William St., New York
 National Licorice Co....106 John St., Brooklyn, N. Y.
 New York Pharmacal Association.....Yonkers, N. Y.

Oakland Chemical Co...464 W. Broadway, New York
 Obear-Nester Glass Co.....402 N. 3d St., St. Louis
 Ogborn, W. Howard

1009 Union Trust Bldg., Cincinnati, O.
 Omega Chemical Co., The...452 5th Ave., New York
 Orangeine Chemical Co...15 Michigan Ave., Chicago

Pacific Coast Borax Co.

101 Sansome St., San Francisco
 Palmer, Solon.....374-376 Pearl St., New York
 Paracamph Co., The...223-225 3d St., Louisville, Ky.
 Paris, Allen & Co.....45 Broadway, New York
 Paris Medicine Co.....2622-2630 Pine St., St. Louis
 Patch Co., The E. L.....91 Broad St., Boston
 Peek & Velsor.....9 Gold St., New York

ASSOCIATE MEMBERS—Continued.

Pennsylvania Salt Mfg. Co.

115 Chestnut St., Philadelphia

Pepsin Syrup Co.....Monticello, Ill.

Peruna Drug Mfg. Co., The.....Columbus, O.

Phillips Chemical Co., Chas. H....128 Pearl St., N. Y.

Planten & Son, H.....93 Henry St., Brooklyn, N. Y.

Pond's Extract Company....76 5th Ave., New York

Powers-Weightman-Rosengarten Co....Philadelphia

Randolph Paper Box Co., The.....Richmond, Va.

Reed & Carnrick.....42 Germania Ave., Jersey City

Ripans Chemical Co.....10 Spruce St., New York

Rogers & Pyatt.....78-80 Maiden Lane, New York

Rowell Co., E. N.....Batavia, N. Y.

Rumford Chemical Works.....Providence, R. I.

Sanipure Food Co.....Seattle, Wash.

Schenck & Son, Dr. J. H..6th & Arch Sts., Philadelphia

Schoellkopf, Hartford & Hanna Co.

100 William St., New York

Seabury & Johnson....59-61 Maiden Lane, New York

Selling Co., The.....186 Front St., New York

Slocum Co., T. A.....98 Pine St., New York

Smith Co., J. Hungerford.....Rochester, N. Y.

Smith Co., W. F.....93-95 Broad St., Boston

Stallman & Fulton Co.....92 William St., New York

Stearns' Electric Paste Co.

1404 Tribune Bldg., Chicago

Sterling Remedy Co.....Kramer, Ind.

Stilwell, Arthur A.....28 Cliff St., New York

St. Jacob's Oil Co. (Ltd.)....205 Clay St., Baltimore

Sutherland Medicine Co., The E. E....Paducah, Ky.

Swift Specific Co., The.....Atlanta, Ga.

Thompson & Co., F. A.

502 Trombly Ave., Detroit, Mich.

Thomsen Chemical Co..Race & Winder Sts., Baltimore

Thorkildsen & Co., Thos..Union Stock Yards, Chicago

ASSOCIATE MEMBERS—Continued.

Thum Co., The O. & W.....Grand Rapids, Mich.
 Thurston & Braidich.....128 William St., New York
 Tilden Co., The.....New Lebanon, N. Y.
 Todd Co., A. M. (Ltd.).....Kalamazoo, Mich.
 Troemner, Henry.....911 Arch St., Philadelphia
 Trommer Company, The.....Fremont, O.
 Truslow & Fulle..319-325 Washington St., Jersey City
 Tuttle's Elixir Co.....27 Beverly St., Boston

United Zinc & Chemical Co.....Kansas City, Mo.

Valentine's Meat Juice Co.....Richmond, Va.
 Van Stan's Stratena Co..1211 N. 60th St., Philadelphia
 Vapo-Cresolene Co., The...180 Fulton St., New York
 Veatch, Byron E.....46 Van Buren St., Chicago

Ware Co., The Walter F....512 Arch St., Philadelphia
 Warner & Co., Wm. R..639 N. Broad St., Philadelphia
 Washburn & Co., E. L.....New Haven, Conn.
 Wellcome, Henry S.,

Snow Hill Bldgs., London, E. C., England

Wells & Richardson Co.....Burlington, Vt.
 Wetmore Co., The S. H..240-242 Pearl St., New York
 Whittall-Tatum Co....410-416 Race St., Philadelphia
 Whitney Glass Works.....Glassboro, N. J.
 Will & Baumer Co., The.....Syracuse, N. Y.
 Williams Co., The J. B.....Glastonbury, Conn.
 Williams Mfg. Co.....122 Water St., Cleveland, O.
 Wilson, B. O. & G. C.....32 Lewis Wharf, Boston
 Wirz, A. H.....913-917 Cherry St., Philadelphia
 Wood Products Co...4th & Penna. Sts., Buffalo, N. Y.

Zeilin & Co., J. H....306-308 Cherry St., Philadelphia

CONSTITUTION

PREAMBLE

WHEREAS, It is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound business principles; to establish rules and regulations, whereby all grievances and differences may be fairly and equitably adjusted, we do form ourselves into an association, and agree to be governed by the following Constitution and By-Laws:

ARTICLE I

The name of this organization shall be the "National Wholesale Druggists' Association."

ARTICLE II

The officers of this Association shall be a President, five Vice-Presidents, a Secretary, a Treasurer and a Board of Control, who shall hold their offices for one year, or until their successors are elected.

ARTICLE III

The officers shall be elected by ballot at the regular annual meeting. Each firm an active member of this Association shall be entitled to one vote, and the candidate who shall receive a majority of the votes shall be declared duly elected.

ARTICLE IV

It shall be the duty of the President to preside at all meetings of the Association. He shall call special meetings on written application of twenty-five active members of the Association.

ARTICLE V

It shall be the duty of the Vice-Presidents to act in the absence of the President, in the usual order.

ARTICLE VI

It shall be the duty of the Secretary to keep a record of all meetings, and preserve all correspondence of the Association.

ARTICLE VII

It shall be the duty of the Treasurer to receive all funds of the Association, and disburse the same under direction of the President, or by vote of the Association, and report at each annual meeting. His accounts shall be audited by a special committee of three, to be appointed annually by the President.

ARTICLE VIII

The Board of Control shall consist of five members, to whom all grievances, or charges of violations of rules, made in writing, by any member of the Association, shall be referred. All reports made to the Association shall be referred to the said Board for consideration, before final action.

ARTICLE IX

In case of vacancies occurring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

ARTICLE X

Any firm engaged in the wholesale drug business may, on recommendation of the Committee on Membership and election by the Association, become an active member of this Association upon subscribing to the Constitution and By-Laws, and payment of ten dollars initiation fee and an annual due of fifty dollars. Election of members shall be by ballot.

Individuals, firms or companies engaged in business collateral or kindred to the drug business may be admitted as asso-

ciate members, in the same manner as provided for the admission of active members, except that the annual dues shall be twenty dollars. Associate members to enjoy all the privileges of membership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

ARTICLE XI

Any member may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written credentials of the firm he represents. His vote shall then be binding on the firm.

ARTICLE XII

The annual meeting of the Association shall be held at such place and in such month as shall be named in a resolution of the Association adopted at the last preceding annual meeting, and the exact dates in such month shall be fixed by the Committee on Arrangements and Entertainment subject to the approval of the President. But the President may, in the event of emergency warranting such change and with the approval of a majority of the Board of Control, change the month and date, as well as the place, of holding such annual meeting, provided notice of such change shall be sent to every member of the Association not less than thirty days before the date which he shall designate, nor less than ten days prior to the date, if any, previously fixed. Special meetings shall be called at any time by the President upon the written request of twenty-five active members of the Association, and notice of such meeting, specifying the object for which it is called, shall be mailed to every member of the Association not less than fifteen days prior to the date on which the meeting is to be held. At all meetings of the Association, forty members shall constitute a quorum for the transaction of business.

ARTICLE XIII

Any amendment to, or alteration of, this Constitution may be made at any annual meeting, by a vote of two-thirds of all the members present and voting.

No alteration or revision of the Constitution or By-Laws of the Association shall be made except when the proposed alteration or revision shall have been submitted in writing at a meeting at least twenty-four hours previous to taking action thereon.

ARTICLE XIV

There shall be a standing Committee of seven (7) on Membership, whose duty it shall be to secure written applications for membership from parties eligible under this Constitution, and to present them to the Association. All names proposed shall be posted at the entrance of the place of meeting at least twenty-four hours before action is taken upon them.

There shall also be the following standing committees, viz.: On Legislation; Proprietary Goods; Drug Market; Memorials of Deceased Members; Adulterations; Paints, Oils and Glass; Credits and Collections; Fire Insurance; Transportation; Commercial Travelers; Entertainment; Fraternal Relations; Violation of Contracts; Infringement of Trade-marks; Passenger Rates and Routes for Delegates to Convention; Box and Cartage; Relations with Local Associations, City and Inter-State; a Committee on Assessment, consisting of the President of the Association, the Chairman of the Board of Control and the Treasurer, whose duty it shall be to levy an assessment upon the active members of the Association, whenever the condition of the treasury requires it. All standing committees shall be appointed annually by the President. There shall also be special committees on Time and Place of Next Meeting and on Nominations, each of which committees shall consist of five members, to be appointed by the President on the first day of the annual meeting, and the reports of such committees may be made the subject of such special order as the Association may direct at each meeting.

ARTICLE XV

Any member, against whom charges have been made, may, after a fair hearing, and upon the recommendation of the Board of Control, be subject to such action as the majority of the Association shall elect.

ARTICLE XVI

Any member in good standing, retiring from business and resigning from the Association, may be made an honorary member by vote of the Association, and shall be relieved from the payment of dues.

BY-LAWS

First. No member shall be allowed to speak more than twice on any question at the same meeting, without the consent of the majority present.

Second. All speeches shall be limited to ten minutes, unless by consent.

Third. The rules governing the proceedings of this Association shall be subject to parliamentary usages.

Fourth. The members of this Association shall be in honor bound to keep strictly confidential all discussions and transactions of the Association when in executive session.

Fifth. All grievances submitted to the Chairman of the Board of Control shall be presented as early as possible to the said Board with the full statement of all parties interested, and the decision of said Board shall be final, subject to appeal to the Association. But in case any member of said Board is interested he shall not be competent to act.

Sixth. It shall be the duty of any member of this Association to present to said Board of Control, through any of its members, any unfair or unmercantile act of any manufacturer or dealer with whom the members of this Association have dealings, and the said Board of Control shall take such action as they may deem expedient.

Seventh. Any member who shall fail to remit his dues to the Association by the expiration of the year shall be notified by the Treasurer, and should he fail to respond within three months,

the Treasurer shall notify the Secretary of the fact. The Secretary shall then inform such member in writing that unless his dues are at once remitted, his name will be dropped from the roll of membership. If, after thirty days, such member is still delinquent, the Secretary shall erase his name from the roll of members. Any member of this Association who desires to withdraw must give at least thirty days' notice, and shall not be permitted to withdraw until all dues are paid; and if he shall violate any rule or agreement, he shall be subject to such action as this Association shall deem best.

Eighth. Any amendment to these By-Laws may be made at any meeting of the Association by a two-thirds vote of all the members present and voting.

Ninth. There shall be not less than two hours' notice in advance given in the open meeting before the election of officers or the selection of place of next annual meeting shall be entered into.

ORDER OF BUSINESS

1. Call to Order.
2. Calling Roll of Members.
3. Reading Minutes of Last Meeting.
4. President's Address.
5. Election of Members.
6. Secretary's Report.
7. Treasurer's Report.
8. Reports of Committees.
9. Miscellaneous Business.
10. Installation of Officers.

APPENDIX

INDEPENDENT LOCAL ORGANIZATIONS OF WHOLESALE DRUGGISTS

(Each of these organizations is entirely *independent*, not being affiliated with or subordinate to the National Wholesale Druggists' Association. This directory is printed simply for information and reference.)

DRUG TRADE SECTION OF NEW YORK BOARD OF TRADE AND TRANSPORTATION

Chairman, I. Frank Stone.....New York
Schoellkopf, Hartford & Hanna Co.
Vice-Chairman, Chas. S. Littell.....New York
R. W. Robinson & Son Co.
Treasurer, Wm. A. Hamann.....New York
Roessler & Hasslacher Chemical Co.
Secretary, William F. McConnell.....New York
203 Broadway.
Chairman Committee of Jobbing Druggists,
William P. Ritchey.....New York
Bruen, Ritchey & Co.

JOBBER'S SOCIAL CLUB

President, Chas. F. Weller.....Omaha, Neb.
Richardson Drug Co.
Secretary & Treasurer, C. E. Bedwell.....Omaha, Neb.
E. E. Bruce & Co.

LONE STAR DRUG CLUB

Chairman, H. Behrens.....Waco, Texas
The Behrens Drug Co.

MISSISSIPPI VALLEY DRUG CLUB

President, L. A. Lange'.....Milwaukee, Wis.
Yahr & Lange' Drug Co.
Vice-President, Fred J. Greene.....Peoria, Ill.
Barker & Wheeler Co.
Secretary & Treasurer, I. S. White.....Rock Island, Ill.
Hartz & Bahnsen Co.

NEW ENGLAND DRUG EXCHANGE

President, Charles H. Talcott.....	Hartford, Conn. C. H. Talcott & Co.
Vice-President, E. A. Brewer.....	Worcester, Mass. Brewer & Co.
Secretary, Fred L. Carter.....	Boston, Mass. Carter, Carter & Meigs.
Treasurer, Charles C. Goodwin.....	Boston, Mass. Eastern Drug Co.

O., K., I. & M. DRUG CLUB

President, John M. Hinchman.....	Detroit, Mich. Williams-Davis-Brooks & Hinchman Sons.
Vice-President, Wm. C. Brown.....	Columbus, O. Orr, Brown & Price.
Secretary & Treasurer, Robert H. Bradley.....	Toledo, O. The Walding, Kinnan & Marvin Co.

OHIO VALLEY DRUG CLUB

President, A. C. Murdoch.....	Parkersburg, W. Va. J. N. Murdoch Co.
Vice-President, W. M. Beall.....	Steubenville, O. The Beall & Steele Drug Co.
Secretary-Treasurer, Ben Exley.....	Wheeling, W. Va. Ohio Valley Drug Co.

PACIFIC DRUG EXCHANGE

President, Wm. P. Redington.....	San Francisco, Cal. Redington & Co.
Vice-President, Wm. Geary.....	Sacramento, Cal. Kirk, Geary & Co.
Treasurer, C. F. Michaels.....	San Francisco, Cal. Langley & Michaels Co.
Secretary, R. H. Bennett, Jr.....	San Francisco, Cal. 123 California Street.

PHILADELPHIA DRUG EXCHANGE

President, Edward J. Lavino.....	Philadelphia E. J. Lavino & Co.
Vice-President, Charles E. Hires.....	Philadelphia The Charles E. Hires Co.
Secretary, William Gulager.....	Philadelphia 253 Bourse Building.
Treasurer, Edward H. Hance.....	Philadelphia Hance Brothers & White

SOUTH ATLANTIC DRUG CLUB

President, Dr. W. J. Murray.....Columbia, S. C.
The Murray Drug Co.
Vice-President, I. A. Solomons.....Savannah, Ga.
Solomons Company.
Secretary & Treasurer, Jno. A. Burgess.....Charleston, S. C.
Charleston Drug Mfg. Co.

SOUTHERN DRUG CLUB

President, D. D. Philips.....Nashville, Tenn.
Berry, Demoville & Co.
Vice-President, A. M. Reid.....Atlanta, Ga.
Lamar & Rankin Drug Co.
Secretary-Treasurer, F. A. Dicks.....New Orleans, La.
Finlay, Dicks & Co. (Ltd.).
Chairman Advisory Committee,
Chas. S. Martin.....Nashville, Tenn.
Spurlock-Neal Co.

VIRGINIA DRUG CLUB

Chairman, Edgar D. Taylor.....Richmond, Va.
Powers-Taylor Drug Co.

WESTERN WHOLESALE DRUG ASSOCIATION

President, J. C. Fox.....Atchison, Kan.
Secretary, Otto Stein.....Cincinnati, O.
The Stein-Gray Drug Co.
Treasurer, C. P. Walbridge.....St. Louis, Mo.
J. S. Merrell Drug Co.

NATIONAL ASSOCIATIONS IN THE DRUG
TRADE

AMERICAN PHARMACEUTICAL ASSOCIATION

President, James H. Beal.....Scio, Ohio
General Secretary, Chas. Caspari, Jr.....Baltimore, Md.
University of Maryland.
Treasurer, S. A. D. Sheppard.....Boston, Mass.

NATIONAL ASSOCIATION OF RETAIL
DRUGGISTS

President, Thomas Voegeli.....Minneapolis, Minn.
2 Washington Avenue, S.
Secretary, Thos. V. Wooten.....Chicago, Ill.
79 Dearborn Street.
Treasurer, Charles F. Mann.....Detroit, Mich.
900 Woodward Avenue.

PROPRIETARY ASSOCIATION OF AMERICA

President, W. A. Talbott.....Warren, Pa.
Secretary, Clarence G. Stone.....New York
192 Front Street.
Treasurer, Harry H. Good.....New York
57 Murray Street.

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